

DATES TO REMEMBER

— 2017—

June 24 (week of)

2nd Quarter FAIRTALK emailed

August 31

AIRTALK material for September due

September 1

Showcase apps. For 2018 Convention mailed

September 15

- Baking Contest checks (Angel Food)
- Zone Junior Fair Person nominations due to Zone

September 24 (week of)

- 3rd Quarter FAIRTALK emailed

October 15

- Showcase apps. Due
- 2018 Request for Fair info material, PSACF Associate Dues Invoices, PSACF/PSSA Convention material, Trade Show apps. mailed.

October 19

- PSACF Board Meeting

October 25

- PSACF Zone 4 Mtg. - Kutztown Fair

October 26

- PSACF Zone 3 Mtg. - TBA

October 27

- PSACF Zone 1 Mtg. - Christ the King Manor

October 28

- PSACF Zone 2 Mtg. - Schuylkill County

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

November 26-29

- 2017 IAFE Convention Last in Vegas

— 2018—

January 6—13

PA Farm Show

January 17—20

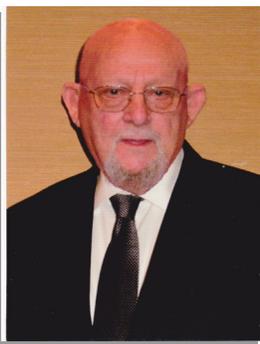
106th Annual Convention



VOL. 31

JUNE 2017

NO. 2



President's Message

Can you believe it is already June, fair season is upon us and we are wishing for good weather and a successful fair for everyone. As we go about our fairs do not forget to nominate someone from your fair for Friends of the Fair. Notify Zach ASAP so that the secretary or one of the Deputies can schedule the presentation.

Also remember nominations for Zone Fair Person, Junior Fair Person, and State Fair Person of the Year. I am sure each fair has someone deserving of these hon-

ors.

Hopefully by the time you read this our state budget is passed. Currently there is \$4 million in the budget for Fairs. We all need to take time to write a letter of thanks to the Governor and you representatives thanking them for the budgeted funds and explain the importance of these funds to our Fairs in the promotion of agriculture and tourism.

Our state Fair Queen is available to visit your Fair. Should you want her to visit, contact Martha Ebersole for scheduling. If the Queen is unavailable the Alternate may be able to attend.

Thanks to Kevin Bieber and his committee for a fine job in organizing the 2017 IAFE Zone 1 meeting recently held in Wymoissing. A lot of good information was presented. The 2018 Zone 1 meeting will be held in Glen Falls NY, May 3-5 more information will be coming, plan now to attend.

Our annual convention will be held in Hershey January 17 thru 20. Many of you are aware of the proposal by Kalahari Resorts in the Poconos for the 2022 Convention. After careful consideration your state officers have opted to stay with Hershey.

The room block is now open for reservations; make you reservation early as the block was sold out in early December for the 2017 Convention.

As we move through the Fair season, Marianne and I are planning on visiting as many fairs as time and our schedule will permit.

All Fairs should receive a visit from someone on the state board this year.

Warmly,

Dave David Hallstrom PSACF President

AARON ALEJANDRO, TEXAS FFA FOUNDATION EXECUTIVE DIRECTOR TO DELIVER KEYNOTE AT CONVENTION

BY: KEVIN D. BIBER



The 2018 PSACF and PSSA convention in Hershey will bring to us Aaron Alejandro to deliver the keynote address on Thursday morning. 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. I can personally tell you, in speaking with Aaron on the phone, I could feel and hear the energy that he will bring to Hershey. Not only was Aaron honored to receive the call, he was very excited to come speak to our group as he is well aware of the relationship that FFA has with Fairs and vice versa.

Not only are we lucky enough to have Aaron as our keynote speaker, Aaron has graciously agreed to stay at the convention and provide us

with an additional seminar. Details of that seminar are being worked on as this newsletter is being printed. Please stay tuned to future Fairtalk issues regarding his seminar and more.

I am also very excited to announce some of our other seminar speakers. We are once again working with the Southcentral Task Force Ag Subcommittee to bring a seminar on Terroristic Threats and Terror on the Fairgrounds. We will also have Jen Puente back to talk about Sponsorships and helping your fair maximize your sponsors. Of course we cannot forget Bev Gruber's Judge's School that will be held on Wednesday. Stay tuned for sign up information on that. We will also be bringing in Maria Lucero and Jessica Underberg from Hamburg, New York to present some seminars on Volunteers as well as What Does the Future of Ag Pavilion Look Like? Jodi Buresh from Saffire will be presenting a seminar on Marketing.

As you will hopefully agree, we have a full slate and more that we are currently working on to finalize for convention. The next issue of Fairtalk will provide a complete list of the seminars and their topics. Please plan to attend the 2018 convention in Hershey, I am really excited with our lineup of speakers that we have engaged and I am positive you will be pleased with your choices that you will have to make regarding what seminars to attend.

Convention Rooms for 2018

By: Dr. Sally Nolt

Room reservations are officially open at the Hershey Lodge for our **2018 Convention!**

Rooms are available by 4:00 pm and check-out is 11:00 am.

Cancellations must be made three (3) days prior to your arrival date, or your credit card will be charged for a one night's stay.

Reservations can be made at 1-800-HERSHEY (437-7439). To receive the convention rate, tell reservations you are with the "PA Fairs and Showmen Convention."

Queen Contestants are to use the form provided.

Rooms in the Showmen's Hall must be booked at one of the following numbers:

Michele Maxwell – (717) 534-8696

Marissa Peduto – (717) 520-5433

Michelle Lutzkanin – (717) 534-8636

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FAIRTALK published four times per year by the Association. Send information for the publication to:
Harry Reffner
128 Cumberland Rd,
Bedford, PA 15522

Msgr. John W. Mignot PSACF Scholarship

By: Jim Davis

It is time for fairs to communicate with agricultural organizations and school counselors about the Mignot Scholarship which is for those who are seeking higher education, and have a relationship with the local fair.

Suggestions to help the applicant submit a better application:

1. Keep in mind; fairs are supervised by the Pennsylvania Department of Agriculture, therefore, the mission is to promote Agriculture.
2. Essays should be written with correct grammar, no spelling errors, and a fluency which captivates the reader.
3. Categorize activities as related to school, community, and the local fair.
4. Letters of reference need to express who the candidate is in relation to the outlined activities and, in particular, **in relation to helping the local fair.**

Suggestions for fairs to be more proactive in reaching out to potential candidates and in helping to sustain the scholarship:

1. All 2017 high school graduating seniors from all local fairs are eligible to submit an application. Youth in all four zones should be encouraged to apply.
2. Local fairs should establish a committee assigned to encourage those pursuing higher education to apply.
3. Letters of reference and support should give the PSACF scholarship committee enough information to become acquainted with the candidate.
4. A maximum of six strong applicants from each zone can be submitted to the PSACF scholarship committee. The committee should have a maximum of 24 candidates to evaluate.
5. Use technology, if at all possible, when submitting applications to the next level.
6. PSACF has committed to six one-thousand dollar scholarships. In order to help maintain the fund, each fair should consider a line item in its budget or sponsor a fundraiser.

Deadlines for all levels to follow to adhere to the application process.

1. June 30-applications due to the local fair.
2. July 31-applications due to the Zone chairperson
3. August 31-maximum of six applications from each zone due to the chairperson of the PSACF scholarship committee. **Please submit no more than six.**
4. September 30-application rankings by each PSACF scholarship committee member due to the state chairperson.

APPLICATIONS DUE JUNE 30!

Legislative Update Article



We are now officially in the midst of budget negotiations and state lawmakers are focused on completing the 2017-18 state budget, which starts July 1. There is optimism in the state Capitol that the budget will be “timely” this year given that Governor Wolf is up for re-election in 2018 and many do not want to see another repeat of the historic 9-month gridlock, which was bad for all – Republicans, Democrats and the governor.

The governor in February proposed a \$32.3 billion budget that included a new tax on Marcellus shale natural gas production, an expansion of the sales tax on computer services and commercial storage, the merger of four agencies into a new Department of Health and Human Services and a merger of state prisons with the Board of Probation and Parole. The House in April passed a \$31.5 billion budget counter-offer. The trimmed down, no-new tax House GOP plan is \$246 M less than the current budget and \$815 M less than Gov. Wolf’s budget proposal.

The \$31.5 billion figure sets the floor for budget negotiations. The Senate is now working on its version of the budget.

Lawmakers are looking to fill a nearly \$1.5 billion budget gap in the current year that is projected to be \$3 billion by the end of next fiscal year without any new revenues. Possible sources of revenue being discussed include further liquor reforms, gambling expansion and reforms, special fund transfers, tax credit reductions and across the board administrative cuts, including cuts to the operating budgets of the legislature.

As of now, there are no broad-based tax increases (i.e. personal income tax or sales and use taxes) being proposed in the budget negotiations.

Fair Funding

We are pleased with the information we are hearing. As in previous years, we are hearing that county fairs will receive \$4 million, but we are cautiously optimistic. We will continue meeting with key legislators and ask that you continue to contact your legislators on the importance of funding Pennsylvania’s fairs.

Tourism Funding

Tourism and agritourism is a vital part of Pennsylvania’s

economy. Over the years, state investment in tourism has dwindled. The state Department of Community and Economic Development (DCEd) is advocating for a \$10 million investment to support the promotion of tourism in Pennsylvania. The funding would provide expanded advertising and promotions to help attract visitors to Pennsylvania from the Mid-Atlantic region in the United States and from targeted international markets.

Sales Tax Expansion

While lawmakers have made statements about not increasing taxes, we always remain concerned about the expansion of taxes. A six percent sales tax on admissions to amusement parks and other recreation-type businesses (e.g., county fairs, festivals, etc.) was considered by the state legislature during prior budget negotiations. Please stay alert for updates.

Mobile Food Vendor Legislation

We are continuing our efforts to enact legislation that would allow mobile food vendors to operate in multiple jurisdictions without having to pay multiple fees in each county the mobile food vendor is in operation. As the law currently stands, mobile food vendors are required to purchase a license and be inspected in each food safety jurisdiction which they operate. This is an expensive venture that has proven to be unnecessary. We were successful in getting the legislation unanimously approved by the Senate last session and our strong push in the House is bringing stakeholders to the table. We have a commitment to work on language to resolve the issue. Stay tuned!

PSACF Reception

Many thanks to all those who attended the May 2017 Pennsylvania Association of County Fairs Legislative Reception. This gathering was the perfect opportunity for PSACF members to connect with members of the legislative Fair Caucus to advocate for state funding and oppose the expansion of the sales tax to county fairs.

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, please do not hesitate to contact us at 717.232.5322. We have an open door policy.



IAFE ZONE 1 CONFERENCE ENJOYED BY ALL

BY: KEVIN D. BIEBER

The IAFE Zone 1 Conference was held on March 30, 31 and April 1st at the Crowne Plaza Hotel in Wyomissing, Pa. Hosted by the PSACF, the 163 attendees enjoyed lots of food, fun and fellowship. There were also many educational seminars that were held throughout the conference. The conference had representatives from throughout the IAFE Zone 1 territory and also enjoyed visitors from as far as California.

On Friday evening we all boarded busses and headed to the Great Allentown Fairgrounds to partake of a wonderful dinner and entertainment that kept everyone on the edge of their seats. Saturday evening we again boarded the busses and headed to the Oley Fairgrounds where they treated us to a good old fashioned Pennsylvania Dutch meal and entertainment. Both the evenings provided lots of fun and laughter for all. Oh yes, it also provided for “full tummies” as both our hosts did an outstanding job.

The conference also provided an opportunity for Zone 1 to help with the IAFE Education Foundation – Jim Tucker Fund. Many fairs brought items that were auctioned off at lunch on Friday. Thank you to all who provided items for the conference as we were able to raise almost \$1,500.00 for this fund.

Based on the many comments as well as thank you cards after the event, it was obvious that everyone enjoyed themselves. I would like to thank everyone involved in putting together this conference. Your time and commitment to the PSACF as well as the IAFE Zone 1 Conference was appreciated by all. Having said that, we will see you all in New York for the 2018 IAFE Zone 1 Conference.

FAMILY FUED IS BACK AT CONVENTION SIGN UP NOW !!!!

BY: KEVIN D. BIBBER

What would the PSACF and PSSA convention be without a little fun amongst our fair families? Well, to satisfy that “fun” part, we are bringing back Family Fued on Saturday afternoon. Last year presented lots of laughing, stiff competition and yes, silly answers. However it was all in fun.

It was great to see that a few fairs wanted to participate again last year, so this year I am once again asking for you to sign up ahead of time. Unfortunately due to time

on Saturday afternoon, we have to limit the game to 4 teams of 5 people. If more than 4 teams sign up, we will hold a drawing to see which 4 fairs will be on stage this year.

Sign your fair up now, the deadline is December 1st. 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. If I have more than 4 fairs that would like to participate, the PSACF Board will hold a drawing to see who will be on the Fued !!!!

SURVEY SAYS See you at Hershey !!!!!!!!!!!!!!!!!!!!!!!

IAFE News IAFE Introduces Activist Response Kit, Tools, and Training

SPRINGFIELD, MO – June 6, 2017 - The IAFE has developed the Activist Response Kit (ARK) to help members prepare for activists, especially animal rights activists. The ARK will help fair leaders navigate the troubling waters of dealing with activists during the fair or at year-round facility rental events, and will address in-person protests, the crippling onslaught of thousands of robo-emails, social media bombardment, and more.

The ARK will be released in digital format in early June 2017 (all members will receive an e-mail announcement with link to download the kit).

Each of the 10 sections of the ARK is designed for quick reading and will provide information valuable to everyone on your fair’s staff, board, or volunteer leadership. The ARK will cover The Booth Rule, Free Speech, Crisis Communications, Legislative Advocacy, and more.

In addition to the ARK, the IAFE is offering special CyberSeminar training. On June 8, Marketing Communications Consultant Debbie Evans will present *An Ounce of Prevention AND a Pound of Cure -- Basic Crisis Communications*. Because of the importance of this topic, this CyberSeminar will be held at 2:00 p.m. and 6:00 p.m. CST and is only \$59 per site.

The IAFE is also offering “Social Media Success for Your Fair,” a five-part series of 45-minute webinars presented by Michele Payn of Cause Matters. The first of

this series, *Building an Advocacy Plan* (June 20 at 2:00 AND 6:00 p.m. CST), is free to all IAFE members. The remaining four sessions are *Growing Your Social Community I* (June 27 at 6:00 p.m.), *II* (July 13 at 6:00 p.m.), *III* (Aug. 3 at 6:00 p.m. CST), and *Creating Advanced Advocacy Through Partnerships* (Aug. 17 at 2:00 and 6:00 p.m. CST) and are offered at the all-together price of \$117.

A new benefit will soon be available to IAFE members. Members will get a discount on AppRiver’s suite of cloud-based web security solutions, such as spam filtering, virus protection, and e-mail continuity. IAFE member fairs that are considered governmental (including at the county or state level) will have access to additional resources from the Center for Internet Security.

Details on ARK, upcoming CyberSeminars, and AppRiver security solutions can be found on www.FairsAndExpos.com.



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SPECIAL BAKING CONTESTS

- Karen Dobson

The fair season is upon us and soon the aroma of brownies, bars, cookies, apple pies, angel food cakes and chocolates cakes will fill the air. There are several updates from last year, so please have your Baking Coordinators familiarize themselves with the 2017 PSACF Special Baking Contest Packets that were distributed at the Spring Zone meetings. The information can also be downloaded from PSACF's website: www.pafairs.org, Members-Baking Contest menu (no login required).

A few reminders about the 2017 contest season:

- The **Blue Ribbon Apple Pie** and the **Incredible Angel Food Cake** contests will continue this year with no rule or requirement changes
- The Chocolate Cake Contest has been renamed the "**Homemade Chocolate Cake Contest**". Entries must still be chocolate, but there is NO longer a restriction or requirement to use any specific brand of ingredients.
- Our PA Preferred sponsor has rebranded the youth baking competition to be called the "**Junior Baking Cookies, Brownies and Bars**" contest for youth ages 8 through and including 18. This year's contest is NOT limited to just chocolate goodies! Recipes must include 3 PA Preferred ingredients that are chosen from any of the 5 categories: *fruits, vegetables, grains, dairy and eggs*. It is permissible to have 2 or more ingredients from the same category.
- All special contest ribbons for all four contests are the responsibility of the individual fairs.
- Fairs will receive sponsored premium money for the Angel Food Cake (\$50) and the Junior Baking (\$45) contests. All other contest premiums are at the discretion of the Fair.
- NO banners will be provided for Apple Pie, Junior Baking or the Chocolate Cake contests. Fairs can create their own signage if they would like. Contact Karen Dobson for logos if interested. Fairs may continue to use the previously issued Incredible Angel Food Cake contest banner, but no replacement banners will be issued.
- Submit your Fair's Summary for each contest by November 15. Save time and postage by taking advantage of the **online submission option** where you can submit all your contest winner information at one time. Standard paper forms submitted by mail or email will also be accepted.
Online Google Form: <https://goo.gl/forms/Tteyft08UTiG4zPx1>
- The sponsored prize monies will be sent to participating fairs in the summer. Any of this sponsored prize money that is not awarded must be returned to PSACF, Attn: Harry Reffner.

We look forward to seeing the baking contests this summer! If there are any questions, contact the appropriate committee chairpersons:

Angel Food Cake and Apple Pie Contests - **Kevin Bieber** (484-256-8009, email KBieber@BBandT.com)

Junior Baking and Chocolate Cake Contests - **Karen Dobson** (610-212-6180, email kardob@msn.com)

4th
JULY
INDEPENDENCE DAY



Message from the Department of Agriculture



It's that time of year again; I can smell the sawdust and hear the clippers humming. There is no better time of year than fair season, and here in Pennsylvania, every week of our summer is a fair week! We've had a busy spring at the Department of Agriculture, and I would like to provide an

update on what's happening.

Governor Wolf Continues His Support for Fairs and Agricultural Youth

Governor Wolf recognizes the value of our fairs: 5.5 million visitors annually, a \$126 million impact on our economy, 1,700 full-time jobs and 6,600 part-time jobs, and a high-profile venue for our 4-H and FFA programs. These are reasons why the Governor has continued his commitment to the fair community by proposing \$4 million in his 2017-2018 budget.

To ensure that we are the best stewards of this funding, Secretary Redding brought together as many stakeholders as possible in January for a meeting of the Fair Fund Advisory Board to discuss issues facing the fairs in the Commonwealth.

We elected to continue matching grant funding to fairs for capital improvement projects (2016-17 Fiscal Year), citing the economic impact these projects have in their communities and the vital upgrades they provide to our fairgrounds.

The Governor's commitment to fairs is so important for the programs that benefit from our investment in agriculture education, exposition, and improvement through the fair fund. In five years, we've gone from an allocation of \$2 million, back to full funding, and beyond. My thanks to all who helped make this happen.

Friend of the Fair Award Nominations Deadline Nears

The Department of Agriculture will again honor individuals and organizations that have gone above and beyond to support our community fairs. The department recognizes that without these invaluable entities, our fairs wouldn't be where they are today.

Help us tell their story and recognize their outstanding community service by nominating them for a Friend of the Fair Award. Nomination forms can be found on the PDA website; they are due by July 1 and can be submitted to PAFairs@pa.gov.

Fair Poster Contest Theme is "Know Your Farmer"

This year's fair poster contest builds on last year's success with the "Know Your Farmer" theme. If you haven't yet developed your premium guide, make sure that you update it to reflect this year's theme. Any posters that

don't adhere to that theme will be disqualified at the state level competition. For more information, please visit the PA Fairs website at PAFairs@pa.gov.

Capital Improvement Grant Applications Deadline

As we anticipate another fully funded Fair Fund appropriation, we are encouraging fairs to apply for matching grant dollars to improve their fair facilities. The Department offers capital improvement grants for fairs to improve their grounds, matching dollar for dollar with a maximum amount of \$25,000 per grant awarded. The application can be found on the PDA website at www.agriculture.pa.gov; the deadline is **June 30, 2017**.

2017 Pennsylvania Fair Guides are Available

Copies of this year's Pennsylvania Fair Guide, with a complete list of fair dates and a corresponding map, are available at legislative offices and are on display at rest stops and Turnpike plazas across the state. Please help us continue this outreach to bring more visitors to our fairs to learn about agriculture in a fun and festive atmosphere.

Invite Us to Your Fair

We're planning to attend as many fairs as possible, and we could use your help. Please send invitations as they help us plan for the best time to stop at your fair. While we love visiting opening ceremonies, we also enjoy coming at other times or on other days, because it seems there's always something special happening at the fairs.

A Moment of Thanks

Pennsylvania has a heritage of agriculture unlike any other state in our nation. With so many fairs that have stood the test of time, many with individual histories spanning over a century, it is easy to forget these accomplishments. Fairs represent the union of Pennsylvania's two largest industries, agriculture and tourism. They represent the educational forum where so many youth are first exposed to the farmers and growers of our great commonwealth. The success story of our state's agricultural and community fairs is the result of the great leadership of our fair communities, as well as the tireless efforts of the volunteers who have gone above and beyond, year in and year out, to make these events happen. We at the department would like to thank you for all that you do to support our commonwealth's agriculture and community fairs.

We look forward to seeing you at the Fair!



Message from Our Associates

Greetings to all PA fairs! This past month has been one for the records with the unusual (for Pennsylvania) storms that caused much damage across our

state. The extreme rains, high winds, countless trees twisted and mangled, electrical wires destroyed – and it all happened so fast. The optimist in us says, “It could have been so much worse.” But the damage adds so much to the ongoing clean up work on the grounds and I am hoping all associates’ equipment is safe, up and running.

The IAFE Zone 1 conference was hosted by the Pennsylvania State Association of County Fairs on March 30 – April 1st. A big “thank you” to associate members Lightning Audio Productions for contributing excellent lighting and sound and Variety Attractions for sponsoring Mentalist Craig Karges. A good time was had by all and there were many positive comments from those who attended.

At April’s annual board meeting at Centre County Grange Fair, January’s 2017 convention was reviewed and new business was discussed for the upcoming fair season. Next year’s convention dates are January 17 – 20, 2018. We are again urged to **book rooms early**. You can cancel the room at a later date if your plans change and you are unable to attend.

Over the winter months, the PA Associate Members have been getting ready for the 2017 fair season.

They have purchased new equipment, bought supplies, made repairs, learned new material and created routines, adding on to what they had. The more attractions fairs can offer for the fairgoer’s dollar, the better it is. Create a memorable experience for or capture the imagination of a young person at an early age at a fair and they will come back forever.

Welcome all new associates!

For the associates who will be submitting an application to showcase at the annual convention in Hershey (Wednesday, January 17th), if you haven’t already done so, do get video clips of your performances at your upcoming venues. **A DVD of you performing live is required as part of your packet, not just an audio CD or a produced “music video”**. The entertainment decision-makers want to see what your actual live performance would be like at their venue. Due to the many acts to review, your submitted DVD should be short – 3 to 5 minutes of your best material (not complete songs/routines but segments). **Please do not use paper labels; each year several of the DVDs do not play**. Make sure your DVD demo plays in something other than your computer.

I wish all associates and fairs a great season.

See you on the road!

Galla www.gallaanddan.com

Welcome New Associates!

Attractions, Miscellaneous

Spartan Wrestling Entertainment

642 Elm St Tionesta PA 16353

Phone: (814) 319-5990 Phone 2: (814) 755-3993 Fax: (814) 755-3993 WebSite:

E-Mail: freemason48@verizon.net

Info: Pro wrestling for family entertainment, events, and attracting customers.

Musical Attractions

Jim Donovan & The Sun King Warriors

102 Hunters Point Dr Greensburg PA 15601

Phone: (412) 401-8091 Phone 2: Fax: WebSite: www.sunkingwarriors.com

E-Mail: jimdonovandrums@gmail.com

Info: Original Roots Rock.Americana band fronted by multi-platinum recording artist, formerly of the band Rusted Root.

Payment of royalties on music at an Agricultural Fair

Below is an exemption from the Federal Copyright Law. If you receive a letter, please return a written letter explaining that your Fair is exempt, including the first two sentences below. This exemption applies only to the duration of your Fair, performances other than during the Fair are not exempt.

Under Public Law 94-553, of the Federal Copyright Law, which was effective January 1, 1978, non-profit fairs are exempt from the payment of any royalties on music.

The exemption is included under Section 110:

"Limitations on exclusive rights: Exemption of certain performances and displays," and reads as follows:

"(6) performance of a non-dramatic musical work by a government body or a nonprofit agricultural or horticultural organization, in the course of an annual agricultural or horticultural fair or exhibition conducted by such body or organization; the exemption provided by this clause shall extend to any liability for copyright infringement that would otherwise be imposed on such body or organization, under doctrines of vicarious liability or related infringement, for a performance by a concessionaire, business establishment, or other person at such fair or exhibition, but shall not excuse any such person from liability for the performance."

In Memory...

It is with great sadness, the Cameron County Fair Board wishes to announce that our secretary, Jan Hampton, passed away May 16th after a short illness. Jan was an important part of our fair as well as our community. She would often be found teaching children about conservation and wildlife. We ask prayers for our community as we deal with this loss.

Fay J. Fulmer 78, of Plainfield Township, PA, passed away Thursday, May 11, 2017. She was a member of St. Peter's Evangelical Lutheran Church, Plainfield Township, she was an executive board member for 20 years of Pennsylvania Association of County Fairs, held various offices of Northampton Monroe County branch of the Farm Bureau, secretary of Plainfield Farmers Fair for 30 years, Northampton County 4-H leader for 35 years. Funeral services were held, Monday, May 15, 2017, at St. Peter's Evangelical Lutheran Church.

Glen A. Clapper, 80, Duncansville, died June 3rd at his home. Glen served as president and most recently secretary of the Hollidaysburg Community Farm Show and was past president and secretary/treasurer of Blair County Association of Township Elected Officials.



PA FAIR QUEEN PROGRAM

Submitted by: Karen Dobson

The Annual Meeting of the PA Fair Queen Program was held on Feb 12, 2017. Officers were appointed as follows: Chairman: John Berne; Vice Chairman: Bitsey Kopfinger; Secretary: Karen Dobson; Treasurer: Gary Moore. Committee appointments were Contest Correspondence: Bitsey Kopfinger; State Contest: Karen Dobson and Shelly Shaffer; Events/Publicity: Martha Ebersole; and Fundraising: John Berne, Judy Kmetz, Ruth Trumbetta and Charlotte Williams.

Zones 1 and 3 must hold elections at their 2017 Fall Zone meetings to appoint a member to serve a two-year term on the PA Fair Queen Board of Directors, beginning March 1, 2018. Nominations must be submitted in writing to the respective Zone Chairperson by that zone's designated deadline.

The **2017 PA Fair Queen Madeline McEachin** (Butler Fair, Zone1) or **2017 Alternate Rachel Duke** (Clearfield County Fair, Zone 1) are available to attend your fair this summer to help promote specific events. Examples would be participating in special ceremonies, contests, parades and ag-related events. Thanks to PSACF's continued sponsorship of the PA Fair Queen's mileage expenses, the inviting Fairs are only responsible for her meal expenses while she is on the fairgrounds and any overnight hotel accommodations (if necessary). All requests for appearances must be submitted in writing to Martha Ebersole and will be scheduled based on the date the request is received, and the Queen and Alternate's availability. Download the Appearance Request Form from the www.pafairs.org website under "*Members-Queen Program*". Please note that if your fair chooses to invite both the State Queen and the Alternate, only the State Queen's travel expenses will be reimbursed by the Program; the Alternate's travel expenses would be the responsibility of the inviting fair.

The 2018 State Competition will be held January 18 – 20. Applications were distributed to fairs at the Spring Zone meetings or mailed to any non-attending fairs. Applications can also be downloaded from the PA Fairs website under "Members/Queen Program".

ONE DATE TO REMEMBER: November 1

Completed Applications for the State Competition are due postmarked by November 1st. A Points Deduction policy will be in effect: -5 points if applications are hand-written; -30 points if application is received and post-marked after Nov 1.

NEW THIS YEAR! Hotel Reservations Forms for Contestants must be submitted with the Application that is postmarked by November 1. The Queen Program will verify that all contestants have requested a room and will then submit all contestant reservations to Hershey Lodge.

The Coronation attendance grows bigger every year. Early registration and payment is a must. All guests must register and pay through PSACF to be guaranteed a seat. Groups larger than 10 should give advanced notice to Bitsey Kopfinger for seating planning purposes.

Want to feel like a V.I.P. at the Coronation? Then consider signing up for **Prime Location Seating**. The Queen Program will be selling (2) prime location tables near the Head Table and center aisle for \$500 per table. First-paid, first-served. Requests must be made by September 1 with payment. Banquet ticket cost is extra. Contact Bitsey Kopfinger for more details.

Convention time is our one and only fundraiser opportunity for the Queen Program! And we thank everyone who contributed baskets, auction items and monetary donations in January. Download the **Fundraising Flyer** from www.pafairs.org under "*Members/Queen Program*" to learn how to get involved in our fundraising ideas or sponsorships. *NOTE: Please refrain from including any alcohol products in donated prize baskets or auction items to avoid any conflicts with Hershey Lodge and the PA Liquor Control Board's licensing policies.*

See Queen Program next page

The 2017 State Contestants did an excellent job in January of filling our Live Auction prize wagon with oodles of PA Preferred products! New for 2018 - we will have each contestant bring a \$20 chain restaurant gift card to the Queen Raffle table (ex: *Applebees, Olive Garden, etc*). Cards will be bundled into two Dining Out prize packages for the Live Auction on Saturday night.

In addition to selling the Queen Program Throw Blankets to the contestants, we will also be selling the blankets at the Basket Raffle Table to make these commemorative items more available to all convention attendees.

Questions or requests for additional information on any other aspect of the PA Fair Queen Program should be directed to the appropriate committee person:

Applications/Banquet Seating - Bitsey Kopfinger, 570-296-8790

Fundraising - Judy Kmetz, 570-675-2952

PA Fair Queen's Events and Fair Visitations – Martha Ebersole, 717-834-4435

State Contest - Karen Dobson, 610-212-6180.

Message from the PA State Fair Queen

By: *Madeline McEachin*



Over the past few months, I have been busy at a variety of different events as the 2017 Pennsylvania State Fair Queen! In April, I had the pleasure of attending Cornucopia, an event held at the State Capitol in Harrisburg designed for agricultural organizations in Pennsylvania to be able to interact with their legislators. I represented the PSACF while I was there and had a great time visiting with the many legislators who stopped by. Next, the first graders at Emily Brittain Elementary School and I had a blast learning about seeds from Dr. Seuss' book, "Oh Say Can You Seed" and planting our very

own potatoes. On May 20th, I thoroughly enjoyed the opportunity to be a part of the Farm to Table Day at the Friends of Fox Chase Farm in Philadelphia, PA. I served as an emcee throughout the day while learning about all that the Farm does for the community of Philadelphia. Most recently, I got to be a part of the Butler Memorial Day parade in my hometown, Butler, PA and I got to sit down with a reporter from the Farm and Dairy to talk about my role this year. Keep an eye out for the article in the coming weeks!

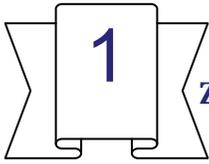
Fair season is so close I can almost taste it and I couldn't be more excited! If you would like for me to join you at your fair, have an official representative submit the PA Fair Queen Appearance Request Form, which can be found on the PSACF website, to the PA Fair Queen Events and Publicity Coordinator, Martha Ebersole.

I wish you all the best this fair season and look forward to meeting as many of you as I possibly can!

-Madeline



Update from The Zones



Zone One – Sam Zaffuto

Our spring zone meeting was attended by 27 fairs and held at The Community Center at Christ The King Manor in DuBois on April 21. Our state officers were present and gave us an update on the state association. Deputy Secretary of Agriculture, Cheryl Cook, attended our meeting and addressed all present about the Department of Agriculture and some of the proposed changes to our reimbursement program. Zach Gihorski, our fair coordinator was also in attendance to discuss the status of the budget and funding for fairs.

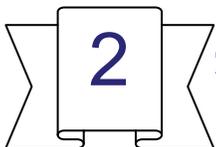
Jefferson County Fair sponsored the raffle at the meeting and raised over \$400 for the Msgr. John Mignot Scholarship program. Thanks to everyone from Jefferson County Fair and to everyone who supported the raffle.

Fairs in Zone One will be opening soon. Our zone directors plan to visit all thirty fairs. If you have any concerns or questions or any suggestions for the state association, zone meetings, or convention, please let your zone visitor know.

Please mark your calendars for our fall zone meeting, which will be held on Friday October 27 at the same location. In addition to presenting a Zone Person of the Year Award and a Jr. Fair Person Award we will be electing someone to represent zone one on the Queen board. I'm sure every fair has people who are worthy of the Fair Person and Junior Fair Person awards. Please take the time to nominate someone from your fair to be honored.

Please watch your mail later this summer for important information about our fall meeting and how to nominate someone from your fair for one of these awards.

Hope you have a great fair season!



Zone Two — Dale LeVan

Zone two spring meeting was held at the Wayne County Park Street Complex in Honesdale and hosted by Wayne County Fair. We were honored to be addressed by Lisa Baker, Pennsylvania State Senator, and Jonathan Fritz, Pennsylvania State Representative. Also adding to our distinguished guest were Cheryl Cook, Deputy Secretary and Laura England both from the Pa. Dept. of Agriculture.

"Procrastination" is the act of delaying or postponing a task or set of task. Procrastination takes place until the "last minute" before a deadline.

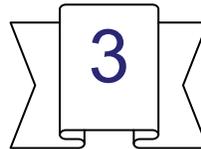
After all that is said and done, if at the last day of your 2016 fair you didn't start getting ready for your 2017 fair season then you have procrastinated. The bell has rung, things should be beginning to take place in getting entertainment, concession vendors, the barns ready for the livestock and all the other events that are needed to make your fairs a success. It's that time of year that we all get busy getting our grounds ready and spruced up so our guest are comfortable visiting our fairs.

Remember each fair in zone two will be visited by one of the zone two directors. We are excited to get to all the zone two fairs and get new ideas and also to visit with your fair management.

The "Junior Fair Person Award" for zone two should be mailed to the zone two chairman no later than September 15th. In addition all fairs need to send in their candidate for the "Monsignor Minot Scholarship by July 31st.

Our next zone meeting will be hosted by Schuylkill County Fair on October 28th, 2017.

Zone two fairs get started with Northeast Fair in Luzerne County on June 20th thru the 25th. To all the Pennsylvania fairs, have a safe and successful fair season.



Zone Three—Debbie Stephenson

Zone 3 meeting was held on April 20 at 6:30 PM at the Hookstown Fairgrounds, a job well done by the fair board with the meal and desserts. Department of Agriculture Zach Gihorsky and Deputy Secretary Fred Strathmeyer were present and spoke on Harness Racing and how we need to promote racing at our fairs to try to get more attendance. The Budget that affects every fair and the hopes that it will remain the same and possibly increase somewhat. Reservations for Hershey (1-800-HERSHEY) are now being accepted and please make these now and mention PSACF to get our group rate as they fill up quickly you can always cancel rather than not be able to stay within. Ruth Trombetta spoke regarding Queen reservations and how your fair board if they want to be up close to the stage during the coronation can pay an extra fee. Remember to use the current baking contest rules as there are some changes. Please be reminded to get your paperwork in by the deadline for your Capital Improvement Grants that were awarded for this year. Please be thinking of a person for the Friends of the Fair Award and let Zach know so that he can get someone from the Department or maybe even Secretary Redding to come and

See Zones, next page

From Zones, previous page

award that special recipient. Hopefully by this time all fairs have sent their Msgr. Mignot Award entry's to me so that we can select 6 from our Zone to be among the entries. Please keep in mind the nominations for Jr Fair person as well. Just a quick note on Harness Racing a new rule for fairs - you do not have to have a separate bank account just for Harness Racing that rule has been changed Deputy Fred Strathmeyer was taking that back to the Racing Commission as we did NOT want. As usual your State Director will be out and about-have a wonderful fair season!!

4 Zone Four - Kevin Bieber

Fair season is officially underway throughout Zone 4 as well as the whole state of Pennsylvania. I would like to wish everyone the best of luck with their fair along with great weather and large crowds.

The Spring Zone 4 meeting was held at Shady Maple Smorgasbord, East Earl, on Wednesday April 19th. Zone 4 enjoyed a night of great food as well as fellowship. We were pleased to have with us Deputy Secretary Fred Strathmeyer, Jr and Fair Fund Administrator Zach Gihorski to talk about the Fair Funding and some potential changes that could take place in the near future. Many questions were asked and we thank Fred and Zach for providing answers and continued communication on this item. One important "to do" item on all of our lists should be the contacting of our Legislators regarding fair funding and the state budget. I encourage all of you to please reach out to your legislators and let them know just how important this is to all our fairs. Oh by the way, when doing this, don't forget to invite them to your fair. The end of March and very beginning of April was a busy month for Zone 4 as well as many others in the PSACF. We hosted the IAFE Zone 1 Conference in Wyomissing, Berks County. We were treated to delicious dinners at Allentown and Oley Fairgrounds. Thanks to everyone who helped with the IAFE Zone 1 conference. As a reminder, please remember to think about those people that go above and beyond at your fair. I am accepting nominations for both the Junior Fair Person as well as the Zone Fair Person of the Year. Please send those nominations to me by September 15th. Thank you for all you do to make PA Fairs the best they can be. See you at the Fair !!!!



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SaffireTix combines three points of sale into one handy system, all with amazing reporting: Online sales with print-at-home tickets, Advance hard ticket sales and Gate sales! SaffireTix completely integrates with your responsive Saffire website!

“ Saffire's software being tailor-made for fairs made it exceptionally easy to organize and present material for our website. The mobile site format was also something that we definitely needed. Knowing that Saffire constantly updates their software convinced us that this was an investment we wanted to make. Working with Saffire has been phenomenal—not only is their product outstanding, but their employees are incredible! ”

- Sue Hill | West End Fair, Gilbert, PA

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PSACF Association Update

By: Harry Reffner

FairTalk updated

A Thank you to Stephanie Shirley of Milliron & Goodman LLC, for suggestions to update the appearance of our newsletter.

Payment of royalties on music at an Agricultural Fair

The question has been asked regarding royalties on music, I have reprinted the exemption from the Federal Copyright Law on page 11.

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.

2017 Convention Planning

The planning committee met with Hershey in mid-June. The Showmen's hospitality room will be returning to the 2218 suite. Guest room reservations were opened in April and rooms are being reserved quickly; please make your reservations as soon as possible.

Fair Person of the Year and Junior Fair Person of the Year

The applications are available in the "Members Fairs Only" section of the association website. Note application deadlines on the application.

2017-2018 Fair Funding

At this time the budget includes \$4 million for our Fairs, but the budget has not been approved.

2015-2016 Capital Improvements

Speaking with Zach he told me that a group of improvement checks have cleared the Treasury and should be cut shortly.



Above is Hershey's new restaurant Fire & Grain. Enjoy an innovative breakfast and dinner menu of re-mastered comfort foods. The restaurant has replaced Lebbie's.