

## DATES TO REMEMBER

### — 2018 —

**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. - Schnecksville Comm. Fair

**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

November

**November 25 -28**

- 2018 Annual IAFE Convention

### — 2019 —

**January 6 -12**

- 1073rd PA Farm Show

**January 23 -26**

- 107th Annual Convention

**April 11—13**

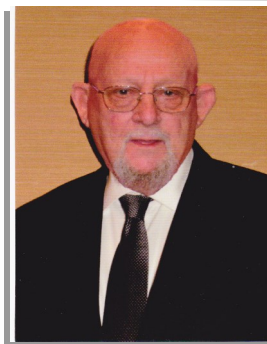
- IAFE Zone 1 Conference Rockland MA



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**NO. 2**



## President's Message

June and Fair season is upon us. Hopefully Mother Nature will shine upon us giving us all good Fair weather that so that we will have successful Fairs.

Even though the budget has not yet been passed now would be a good time to contact your legislators and encourage them to support the \$4 million proposal and thank them for past support. Fairs are the state's biggest promoter of agriculture and number one industry.

Kevin is busy scheduling our keynote speaker and other seminar presenters. I am sure there will be something of interest for everyone. Seth is busy lining up round table discussions and Dick Hortsman is working on another great trade show.

The State Fair Queen is available for a visit to your Fair. Should you want her to visit contact Martha Ebersole for scheduling. If she is not available for your date the runner up may be able to fill your request.

The annual convention will once again be held in Hershey, January 16 through the 19<sup>th</sup>. Room reservations are now being accepted, make your reservation early. Last year the room block was full in November. It is easier to cancel than trying to get a room at the last minute.

Once again we need to nominate a deserving person for the Zone Fair Person of the year, a Junior Fair Person and State Fair Person. I believe each Fair has someone deserving of these awards. FRIEND OF THE FAIR nominations need to be submitted now to allow scheduling with Tracy for the Secretary or one of the Deputies.

Marianne and I are planning on visiting as many Fairs as possible throughout the season as time and schedule permits. We will be focusing on those we have not yet attended.

Looking forward to another enjoyable season.

*Dave*

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PA Department of Agriculture  
2301 N Cameron Street  
Harrisburg, PA 17110

## FAIR PERSON OF THE YEAR NOMINATIONS NEEDED

—Bruce Koppenhaver

As in years past, a 2018 "Fair Person of the Year" award will be presented at the 2019 Convention. The following criteria have been established as a guide in this award presentation, according to Committee Chair, Bruce Koppenhaver.

Rules for the award are:

- In honor of the service rendered to the fair industry, an annual award is given to an individual for distinguished achievement in or contribution to the fair industry under conditions herein described.
- The presentation of the award will be made at the annual convention.
- The eligibility is as follows:
  - 1) The candidate must be a living person at the time of the nomination.
  - 2) The person must be identified with the fair industry for a minimum of ten years.
  - 3) The person shall have contributed to the fair industry in addition to his/her own fair or association of fairs, and something of value in the field of leadership at the state association level.
  - 4) He/she shall have fairly consistently attended the meetings and conventions of PSACF.
  - 5) Each PSACF member fair is entitled to nominate one person. The person need NOT be from the fair making the nomination.

Submit the application (located on the association website or request one be emailed/mailed), along with a brief write-up, supporting documentation, and resume of the nominee on official fair letterhead to Bruce Koppenhaver, PO Box 217, Gratz PA 17030 no later than November 1, 2018. Questions can be directed to Bruce at 717.319.1518 or [bckoppy@comcast.net](mailto:bckoppy@comcast.net).

## DIRECTORY CHANGE

New Holland Farmers Day Assoc.

New President;

William Fisher  
193 Fetterville Rd  
East Earl, PA 17519  
(717) 201-4150  
[fisherpa@frontiernet.net](mailto:fisherpa@frontiernet.net)



## **SAM GLENN SET TO DELIVER THE 2019 CONVENTION KEYNOTE ADDRESS**

BY: KEVIN D. BIEBER

The seminar committee has been very hard at work organizing the 2019 PSACF and PSSA convention speaker line up. Although not all the seminars are confirmed, we can give you a “taste” of what to expect in Hershey come the January 2019 convention. This committee has always worked hard in striving to bring you the best possible seminars that are informative as well as educational. Your feedback is vital and always taken into consideration. Please feel free to always share any feedback or suggestions you have concerning seminars. It is truly amazing to hear from some of you how satisfied you have been with our keynote speaker choices. We hope 2019 will be no different.

Our Thursday opening ceremony keynote speaker will be Sam Glenn. Sam has been named one of the top 100 best speakers today. He is known for his energizing approach to re-charge you and your team. He is rooted in his belief that keeping a positive outlook in any situation is essential to finding success and fulfillment in life. The self-proclaimed “Attitude Guy” studied marketing at Saint Xavier University until 1995. After losing everything in a fire, Sam decided to take his story of overcoming adversity on the road and traveled to different cities to take part in speaking engagements. In January, Sam comes to Hershey to do the same. I hope you are as excited to hear Sam as I am. The committee approved Sam without any question !!!

As I mentioned, we have many more seminars that will fill your time in Hershey, some still being worked on. I can tell you that Bev Gruber has agreed to start off the convention once again with Judge’s School. Whether it be your first time or a refresher, please consider arriving in Hershey by Wednesday to take part in Judge’s School. We are also honored to have Maria Lucero from the New York Erie County Fair to join us for a yet to be determined seminar on Wednesday. Additional seminars being worked on will include, but not limited to, bringing back the South Central Task Force for yet another great seminar, Food Safety, Trucking, a seminar from the IAFE Speaker’s list, Special Baking Contest Update and much much more. Please stay tuned to the next issue of Fairtalk which will provide a more detailed schedule.

In the meantime, please make every effort to attend the 2019 convention in Hershey. Your time will be well spent among your fair friends and educational seminars and table topics.

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

BY: KEVIN D. BIEBER

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 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. 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 !!!!!!!!!!!!!!!!!!!!!!!**



## REGISTRATION NOW OPEN!



### 2018 IAFE Annual Convention Registration Details:

(Best Option) Early Bird Registration available May 24 – October 2, 2018

\$389

– Add a 3 day meal ticket for \$35\*

Advance Registration October 3 – November 1, 2018

\$459

– Add a 3 day meal ticket for \$35\*

\*No need to find a place for lunch, purchase a 3 day meal ticket! (Monday and Tuesday hot lunch served in the Networking Center; Wednesday box lunch in the Trade Show.) All meal tickets **MUST** be purchased by November 1 - will not be available onsite.

No registration available November 2 – November 24. The staff is busy preparing all the badges and other materials to be shipped to San Antonio.

On-Site Registration begins November 25

\$509

– Meal tickets will **not** be available on site.

*Day Passes will be available during On-Site Registration (\$200/person/day)*

## Convention Rooms for 2019

*By: Dr. Sally Nolt*

Room reservations are officially open at the Hershey Lodge for our **2019 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

Darci O'Donnell – (717) 520-5431

Michelle Lutzkanin – (717) 534-8636

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## FROM OUR FIELDS, FORESTS AND SEAS



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For more information:

[www.maineairs.org](http://www.maineairs.org)

[maineairs@gmail.com](mailto:maineairs@gmail.com)

[hunterfarm1717@gmail.com](mailto:hunterfarm1717@gmail.com)

**MAAF**

P.O. Box 786 Augusta, ME 04330

Kathryn Hunter, President

207-729-1544



## PennState Extension

Penn State Extension is looking for opportunities to promote the new extension website ([extension.psu.edu](http://extension.psu.edu)) with your members and colleagues. If you have opportunities in print or digital media, please reply to [fisher@psu.edu](mailto:fisher@psu.edu) with the following information:

1. Name of organization/company:
  2. Name of publication (magazine, list serv, website, etc.):
  3. Specs on ad submissions or details for text submissions (if available):
- Contact information:

Thank you!

Corinna Fisher

Programming and Events Planner

College Relations Office | College of Agricultural Sciences

The Pennsylvania State University | 229D

Ag Administration Building | University Park, PA 16802

P: 814-863-2822 | E: [fisher@psu.edu](mailto:fisher@psu.edu);

[PennStateAg@psu.edu](mailto:PennStateAg@psu.edu); [AgCouncil@psu.edu](mailto:AgCouncil@psu.edu)

### UPDATE ON OUR DIRECTORS

Jim continues to receive chemotherapy and is at home.

Jim Davis

6176 Shavers Creek Rd  
Petersburg, PA 16669

Doc recently had surgery and is recovering at home.

Dr. David Reese (Doc)

10 Dry Run Rd. – Left Branch  
Pine City, NY 14871

Jack continues his recovery from his accident and is at home.

Jack Snyder

1204 Bartley Rd  
Parker, PA 16049

## **Look Before You Leave: Help Pennsylvania Combat the Spotted Lanternfly**

The Spotted Lanternfly is an inch-long black, red and white spotted insect native to Southeast Asia and first identified in Pennsylvania in 2014. The invasive insect, whose first egg hatch was spotted in May in Berks County, feeds on agricultural commodities produced in the state, such as hops, grapes, apples, and hardwoods.

After the pest was found, a quarantine was immediately put in place to slow its spread. The Spotted Lanternfly population is currently concentrated in a 13-county quarantine zone in the southeast portion of the state: Berks, Bucks, Carbon, Chester, Delaware, Lancaster, Lebanon, Lehigh, Monroe, Montgomery, Northampton, Philadelphia, and Schuylkill.

These bugs have trouble flying, but they are great hitchhikers. They can be transported on vehicles, on commodities traveling in and out of the quarantine zone, and on belongings. Visitors to fairs should take extra care as they travel this season, as they may unknowingly transport these insects as they hitch a ride.

Some commonly asked questions include:

### **How can I identify a Spotted Lanternfly?**

After hatching, Spotted Lanternflies go through five stages of growth. Their life begins as masses laid on trees, under bark, on yard furniture, cars and trailers, outdoor grills, and other surfaces. During the nymph stage, Spotted Lanternflies are small with black spots, and can look like ticks. Adults, first seen in July, have a black head and grayish wings with black



spots. When startled or flying, the Spotted Lanternfly will display hind wings that are red at the base and black at the tip with a white stripe dividing them. The red portion of the wing is also adorned with black spots. The abdomen is bright to pale yellow with bands of black.

### **I think I saw/killed/caught a Spotted Lanternfly—what do I do now?**

If you live outside the quarantine zone, report any sighting of Spotted Lanternfly to the Pennsylvania Department of Agriculture (PDA) at [Badbug@pa.gov](mailto:Badbug@pa.gov) or 1-866-253-7189.

### **Where can I stay up-to-date on information about Spotted Lanternflies?**

PDA, Penn State University, and the United States Department of Agriculture (USDA) provide helpful information, quarantine up-dates, printed material, educational videos and other resources on their websites.

Learn more at:

[agriculture.pa.gov/spottedlanternfly](http://agriculture.pa.gov/spottedlanternfly), [www.aphis.usda.gov/hungrypests/slf](http://www.aphis.usda.gov/hungrypests/slf), and <https://extension.psu.edu/shopby/spotted-lanternfly>.





***Pennsylvania State Association of County Fairs (PSACF)  
Legislative Update***

**OVERVIEW**

With the new fiscal year quickly approaching, Pennsylvania lawmakers are focused on the 2018-19 fiscal year state budget. The new fiscal year begins July 1.

Pennsylvania headed into the final month of its fiscal year with stable tax collections. The Department of Revenue reported that collections through 11 months for the state's main operating account were \$31.5 billion, or about \$121 million above estimate. However, that surplus is wiped out by a hole in June's revenue expectations created when a federal judge blocked state government from taking \$200 million from a state-created medical malpractice insurer of last resort. Pennsylvania's two biggest revenue sources, taxes on income and sales, are up 6 percent to \$21.7 billion, compared to this point last year. It's a significant turnaround from last year, when lawmakers filled a \$2.2 billion projected deficit, largely by borrowing.

**BUDGET UPDATE**

In February Democratic Governor Tom Wolf proposed an election-year budget plan that renewed battles with the Republican-controlled Legislature over imposing a tax on Marcellus Shale natural gas and increasing the minimum wage. Wolf, who is seeking re-election to a second term this year, wants to spend about \$33 billion in the 2018-19 fiscal year, about a \$1 billion, or 3.1 percent increase. He'd steer more toward schools, with an emphasis on workforce development. His budget plan would rely on about \$250 million from a new Marcellus Shale tax — Wolf's fourth straight attempt. His budget plan does not increase broad-based taxes on Pennsylvanians (i.e. sales or income taxes), and while Republicans were pleased to hear it, they're worried that the proposed spending could lead to tax hikes in the future. Republicans are looking at where they can try to cut spending in the proposal. Lawmakers have until midnight on June 30 to pass the state budget.

After three years dominated by drawn-out partisan fights with the Republican-controlled Legislature over how to plug huge deficits, there is optimism for a smoother election-year budget. It could give Wolf a big boost as he campaigns for a second term.

**PENNSYLVANIA'S FAIRS FUNDING**

Governor Wolf is proposing \$4 million for Pennsylvania's fairs in the upcoming 2018-19 state budget. We are pleased the governor continues to recognize the importance of funding Pennsylvania's fairs and thank him for maintaining the funding in his budget proposal. Over the past few months PSACF's lobbying team at Milliron Goodman have been meeting with key legislators and ask that you contact your local legislators on the importance of funding Pennsylvania's fairs.

**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. Milliron Goodman has been and continues to be actively engaged on this issue. We would like to thank all the PSACF members that contacted their local legislators on the sales tax issue in the past. 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. As always, please stay alert for updates.

**MOBILE FOOD LICENSING LEGISLATION**

The lobbyists at Milliron Goodman are working on language that would address the members' concerns regarding food licensing fees. As you know, to participate in events throughout the state, some mobile retail food facilities are subject to multiple licensing fees per year. This legislation would address the issue by utilizing the concept of an "operating base location," which is essentially the area where trucks return regularly to restock, clean, etc. Mobile units would be required to pay food licensing fees based on the "operating base location" instead of fees from multiple jurisdictions. **STATUS:** State Rep. Doyle Heffley (R-Carbon) is circulating a Cosponsorship Memo on his intent to introduce the legislation in the near future. The language is currently being reviewed by the Department of Agriculture and Governor's office. Once we receive approval, we can get the bill filed and introduced in the House.

**ELECTIONS 2018**

All 203 state House members and half of the state Senate (25 seats – even numbered district seats) are on the November ballot along with Democratic Governor Tom Wolf. Nearly 30 state lawmakers are not seeking reelection. 4 incumbent lawmakers (Sen. Randy Vulakovich, R-Allegheny, Rep. Paul Costa, D-Allegheny, Rep. Emilio Vazquez, D-Philadelphia, and Rep. Dom Costa, D-Allegheny) and the Lt. Governor lost their Primary Election and will not be on the November ballot. State Senator Scott Wagner secured the GOP nomination for governor, setting up an Election Day matchup between him and a fellow millionaire and York Countian Gov. Tom Wolf.

Republican gubernatorial candidate Wagner recently resigned from the state Senate, effective Monday, June 4. In a statement, Wagner's office said he will devote his time to an all-out effort to defeat Governor Tom Wolf. The statement said that requires Wagner to get out of Harrisburg and wage a campaign centered on getting out and talking to as many people as possible. The Wolf campaign also released a statement saying Wagner is putting his own political interests ahead of his job, which makes him "the worst of Harrisburg."

Wagner was elected to the state Senate in an unprecedented special election write-in campaign in 2014 against the GOP-endorsed candidate. He abandoned any plan to retain that seat when he announced his intention to run for governor. Wagner's handpicked successor, state Rep. Kristin Phillips-Hill, recently won the Republican primary for the Senate seat and will appear on the November ballot.

See M&G next page.....

From M&G previous page.....

### TOURISM FUNDING

Governor Wolf is proposing \$4,067,000 to fund the Pennsylvania Tourism Office in the upcoming fiscal year. Less than a decade ago, Pennsylvania was investing \$30 million each year in tourism marketing and promotion. Tourism is a vital part of Pennsylvania's economy. Over the years, state investment in tourism has dwindled. "Over the past six years, cuts to the tourism marketing budget have caused our great commonwealth to lose more than 37 million visitors," Carrie Lepore, Deputy Secretary for Marketing, Tourism and Film, told the Pennsylvania House Tourism Committee in June. "Every dollar 'saved' on marketing has actually cost the state \$3.60 in state tax revenue," she said. There is no doubt that tourism is underfunded. With limited state dollars, the industry is being challenged to develop a sustainable funding model that doesn't rely on the annual budget.

Many proposals have been floated throughout the years. One approach that is being discussed is **Senate Bill 721**. This legislation was the recent subject of a Senate public hearing. It would require online travel companies (OTCs) – such as Expedia, Orbitz, and Travelocity – to pay the full retail rate on the hotel occupancy tax on transactions booked for hotel stays on their sites. A current loophole in Pennsylvania law allows the OTCs to calculate the hotel tax they remit on their wholesale costs rather than the retail price paid by their customer and the OTCs keep the balance as profit. Closing this loophole is projected to generate nearly \$20 million in new revenue a

year for tourism. The bill would direct funds collected from closing this loophole to the Pennsylvania Tourism Office. The state House Finance Committee is looking at a similar bill – **House Bill 1511**.

The Pennsylvania state House recently passed **House Bill 1810**. This legislation, sponsored by Rep. Doyle Heffley (R-Carbon), requires online home-sharing and short-term rental companies, such as AirBnB and HomeAway, doing business in Pennsylvania to register with the state and share information with taxing authorities. This will help the state enforce hotel tax collection laws, further warranting both fair competition across the hospitality industry and accurate hotel tax revenue for the state and counties. The legislation is now pending in the state Senate.

### 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! We encourage you to 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.



Our Fair Conference ended with warm sunshine and spring breezes as we toured the Washington County Fairgrounds, its Farm Museum, and the flea market event taking place there, and finishing with a delicious bbq dinner. Thanks to all those from NY who made this conference an experience and an opportunity for us all. .... Karen Dobson



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## SPECIAL BAKING CONTESTS

- by Karen Dobson

The 2018 Fair Season means a whole new opportunity for local bakers to showcase their talents with the Special Baking contests. Mixers whirling, whisks beating, and knives icing as contestants try to win the coveted first place ribbon and the chance to advance to the finals at the 2019 PA Farm Show in Harrisburg.

This year's Special Baking Contest packet was distributed at the Spring Zone meetings. The information can also be downloaded from PSACF's website: [www.pafairs.org](http://www.pafairs.org), Members-Baking Contest menu (no login required).

A few reminders about the 2018 contest season:

- Rules: The PA Preferred™ "**Junior Baking Cookies, Brownies and Bars**" contest rules have been modified to make it easier for youth to participate. Now contestants are only required to include **two (2) PA Preferred™ ingredients** in the recipe. Examples of qualifying ingredients include PA Preferred™ grains such as oats or flour; butter; milk; eggs; fruits and/or vegetables. A PA Preferred™ logo is not required to be submitted with the recipes since not all PA Preferred™ products carry the label.
- Ribbons: All special contest ribbons for all four contests are the responsibility of the individual fairs.

- Premiums: "**Report Made? Get Paid!**" Premiums will be distributed after November 15 only if the Fair submitted its Contest Summary Report either online or by paper form. No report – no check! Only two contests are eligible for sponsored premiums: Angel Food Cake (\$50) and the Junior Baking (\$45). All other contest premiums are at the discretion of the Fair. The link for the **online report submission** is <https://goo.gl/forms/32XnLXydwqIF0wvm1> Paper reports can also be mailed or emailed to the respective PSACF contest coordinator.

- Banners:
  - Apple Pie or the Chocolate Cake contests - NO BANNER
  - Angel Food Cake – SAME BANNER as in the past
  - Junior Baking contest – NEW BANNERS were provided by PA Preferred™ in April. Remember to get rid of the old "chocolate baking" banners as chocolate is not a PA Preferred™ product!

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)





While I'd much rather write about all the milkshakes I'm going to sample and the animals I'm going to hug this fair season, I'm dedicating this column to business. Everyone at PDA knows the hard work that goes on behind the scenes doesn't stop when the lights go off and the last little lamb leaves the fairgrounds, it continues throughout the year.

My goal is to help make your jobs a little easier! To that end, here are a few things you need to know about the Capital Improvement Matching Grant submission process that will help things run smoothly. See you at the fair!

### Information Updates

Before you submit your applications for Capital Improvement Matching Grants and/or Fair Reimbursements, please be sure to confirm that your fair's name and address information is up to date on the state's vendor portal. The name and address that appear in the system **must match** the information you submit on all the fair's application forms, certificates of completion, etc.

Most fairs have accounts they can access online; however, many do not. A good place to start is with **Vendor Relations at 1-877-435-7363**.

### Capital Improvement Grant Project Eligibility

Capital Improvement Projects are permanent structural changes or restorations made to a property that extends the property's useful life and/or adapts it to new uses. Capital Improvement Project grants are awarded for the following:

- The construction of new buildings and improvements to existing buildings used for conducting fairs and located upon fair grounds owned by the applicant **OR** leased to the applicant for a term of not less than the expected useful life of the improvement.
- Improvements to fair grounds and the purchase of additional fairground land to be used primarily for the conducting of fairs.

The **maximum** reimbursement for **any one** Capital Improvement project is **\$25,000** and must be matched dollar for dollar, for example:

Estimated Project Cost = \$40,000

Fair Match = \$20,000

Maximum Reimbursement = \$20,000

Fairs may submit multiple Capital Improvement Project applications; this year's deadline is **June 30, 2018**.



### Capital Improvement Application Checklist

In addition to confirming your fair's legal name and address information, it's important to be sure your application is complete and to remember the following:

- If the improvements being made are on a structure or property leased to the fair, you must be able to provide proof that the lease on the property outlasts the expected useful life of the improvement.
- If possible, obtain a professional estimate for the proposed capital improvement project.
- Prepare a separate application for each priority project you submit.
- Sign and obtain witness signatures.
- Include a copy of the minutes from the meeting authorizing the improvements and the submission of the Capital Improvement Application.
- Make a copy of the application for your files.

### Forms & Information

Please check out the Fair Fund page on PDA's website:



[www.agriculture.pa.gov](http://www.agriculture.pa.gov) for additional information, forms and instructions.

The tool kit is available for you as well. You can always call or email us:

**Tracy Barone - tbarone@pa.gov**

Office: 717-772-3094

Cell: 717-510-8037

**Holly Zarefoss - hzarefoss@pa.gov**

Office: 717-787-6298

*Don't forget!*

### Important Dates to Remember!

June 30 <sup>th</sup>	FY 2018-2019 Capital Improvement Matching Grant Applications Due
August 1 <sup>st</sup>	FY 2017-2018 Capital Improvement Grant Project Completion Date or Request for an Extension of Time
August 31 <sup>st</sup>	FY 2017-2018 Capital Improvement Project Grant Reports Due (Certificate of Completion, Invoices/Receipts with Proof of Payment & Photos)
November 1 <sup>st</sup>	Poster Contest Entries Due
November 15 <sup>th</sup>	Fair Reimbursements Due



## Msgr. John W. Mignot PSACF Scholarship

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. Local fairs should establish a committee assigned to encourage those pursuing higher education to apply.
2. Letters of reference and support should give the PSACF scholarship committee enough information to become acquainted with the candidate.

3. 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.

4. Use technology, if at all possible, when submitting applications to the next level.

5. 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
4. September 30-application rankings by each PSACF committee member due to the state chairperson
5. October 1-state committee chairperson identifies the top six candidates to the state secretary, local fairs of selected recipients, and each individual recipient



## A collage of various fair-related items. A prominent purple sash with gold fringe at both ends diagonally crosses the frame, bearing the text "MISS LUCAS COUNTY FAIR" in white. To the left, a light blue ribbon features a circular seal and the text "MISS LUCAS COUNTY FAIR" and "1ST OF BREED". Below this is a large blue rosette. In the center, there are two small award tags: a red one for the "B GROUP" and a blue one for the "PANTHERHEAD" group. To the right of these is a yellow rosette. At the bottom, there are several small, partially visible award tags in yellow and green. The background is white.



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## Message from Our Associates

— Galla Higinbotham

Greetings to all PA fairs and associate members! It's another crazy year for weather, heading into this year's fair

season. As I write this, my husband is driving us through a heavy downpour on the turnpike. But fairs, carnivals, entertainment and all associates persevere, whatever happens.

At April's annual spring board meeting at Center County Grange Fair, January's 2018 convention was reviewed and new business discussed for the upcoming fair season. Next year's convention dates, falling a little later, are January 23 – 26, 2019. 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, but **book early!**

I'm sending out a big "Thank you!" to all the fairs who procured services and did business with those of us in the trade show. I have received positive reports from associate members who had booths, did well and are looking forward to being in the trade show again next year.

The associate members of the PSACF play a big part in bringing a level of expertise and professional entertainment, attractions and services to fairs all across the country.

Hope to see you on the road! Wishing everyone a great fair season!

Galla [www.gallaanddan.com](http://www.gallaanddan.com)

## Welcome New Associates!

### Food Concessions

#### **Premier Catering & Events**

1345 North Church Street Hazle Township PA 18202

Phone: (570) 501-3700 Phone 2: Fax: (570) 454-0455

Info: Customized gourmet menus, freshly prepared  
WebSite: [premiercateringandevents.com](http://premiercateringandevents.com) E-Mail: [pgenetti@premiercateringandevents.com](mailto:pgenetti@premiercateringandevents.com)

### Musical Attractions

#### **Aaron Kelly Productions, LLC**

1102 Martins Rd Linden PA 17744

Phone: (570) 971-0984 Phone 2: Fax:

Info: American Idol Top 5, Changing Lives One Song At A Time

WebSite: E-Mail: [awkelly16@gmail.com](mailto:awkelly16@gmail.com)

#### **The Nashville Music Co**

168 Little Rock Ln State College PA 16801

Phone: (814) 571-3840 Phone 2: Fax:

Info: Classic Country Music Entertainment

WebSite: [davidzentnermusic.com](http://davidzentnermusic.com) E-Mail: [dcz110@aol.com](mailto:dcz110@aol.com)

### Sweet Life

752 Chickie's Dr. PO Box 267 Columbia PA 17512

Phone: (717) 475-5200 Phone 2: (717) 475-3062

Fax:

Info: Smooth harmonies & fun heart warming stories. Every decade, patriotic, Christian, classics, modern hits.

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

### Talent/Booking

#### **Swartz's Mid America Entertainment**

552 N Summit Road Jamestown PA 16134

Phone: (814) 547-6949 Phone 2: Fax: (724) 201-3196

Info: Entertainment consultants providing attractions for Pennsylvania Fairs

WebSite: [facebook.com/Swartzs-Mid-America-Entertainment](https://facebook.com/Swartzs-Mid-America-Entertainment) E-Mail: [midamericaent@hotmail.com](mailto:midamericaent@hotmail.com)

### Attractions, Thrill & Stunt Shows

Pittman Magic, Juggling, and Comedy

154 Lola Circle Destin FL 32541

Phone: (850) 217-0542 Phone 2: Fax:

Info: International award winning magic and juggling, plus balancing, escapes, illusions, and family-friendly laughs!

WebSite: [PittmanMagic.com](http://PittmanMagic.com) E-Mail: [PittmanMagic@gmail.com](mailto:PittmanMagic@gmail.com)







## Message from the PA State Fair Queen

Elizabeth Voight

Spring is a busy time in the farming community with crops being planted, some crops being harvested, and livestock being born. It is also the beginning of various events that I have enjoyed being a part of as the 2018 Pennsylvania State Fair Queen!

On February 6<sup>th</sup>, I had the privileged of attending Cornucopia which was held at the State Capitol in Harrisburg. I enjoyed speaking and meeting with many senators and representatives about the importance of fairs and agriculture in general. I was also honored to get to speak to the State FFA Officers as well.

In March, I attended the Cedar Crest FFA Banquet held at the Cedar Crest High School. I worked at a booth provided by the Lebanon Area Fair Queen Coordinator, Nadine Moore. It was awesome to talk to people that shared the same passion for agriculture as I do.

Ag Days were held at the First Citizens Bank in Fredericksburg. There, I promoted agriculture to the general public and worked a booth that provided information on crops and farming in general. Special thanks to First Citizens Bank for inviting me!

On April 12, I worked at a booth at the Northern Lebanon FFA Banquet. I had the pleasure of speaking with FFA members and many others. Once again, it was great to be surrounded by people in the farming community!

April 26 was the date of the Zone 4 meeting at the Manheim Farm Show Complex. The local fair board members gave a tour of their new facilities. I spoke with many Pennsylvania State Association of County Fair Board members. Then, I enjoyed a delicious meal! Following dinner, I spoke to everyone and shared a little about myself and how I am so excited for fair season!

Then, I had a blast at A-Day held at Delaware Valley College! I enjoyed catching up with the

Pennsylvania Secretary of Agriculture, Mr. Russell Redding, and was given a tour of A-Day by the A-Day King. It was definitely a wonderful experience and the milkshakes were very tasty!

Following A-Day, I was honored to sit down with South Eastern Pennsylvania Lancaster Farming Correspondent, Ms. Sue Bowman. Showing her around my family's farm was certainly fun, and I discussed my family's heritage in agriculture as well as my role as the 2018 Pennsylvania State Fair Queen.

In May, I had the privilege of speaking at the Spring Rally of the Society of Farm Women of Pennsylvania. I enjoyed visiting with over 200 women from across the state of Pennsylvania about agriculture. I spoke on the future generation involved with the agricultural industry, shared my story about my family heritage in agriculture and what I plan to do in the future. Lebanon County was the host for this event, and I was honored to be a part of it. This special gathering just reaffirmed my belief that women have and will continue to play an important role in the farming industry!

Most recently, I had the pleasure of representing the state as the Pennsylvania State Fair Queen at the Annville Memorial Parade. I rode on a float with Ms. Alayna Harrell who is serving as the Lebanon County Teen Miss United States Agriculture. It was a great way to honor those who have and are currently serving our country!

Fair season is just around the corner, and I couldn't be any more excited! I have already received many request and am looking forward to being apart of many fairs! If you have not yet filled out a request form and would like for me to attend your fair, please refer to the PSACF website. There, you will find the request form which can be sent to Martha Ebersole.

I look forward to meeting you this summer!

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# Pennsylvania State Fair Queen Program

by Karen Dobson

The Annual Meeting of the PA Fair Queen Program was held on Feb 25, 2018. 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/Coronation Banquet: Karen Dobson and Shelly Shaffer; Events/Publicity: Martha Ebersole; and Fundraising: John Berne, Judy Kmetz, Ruth Trumbetta and Charlotte Williams.

The Board welcomes **Amy Utegg** (Zone 2) who has officially joined the Correspondence Committee along with Bitsey Kopfinger.

**Zones 2 and 4** must hold elections at their 2018 Fall Zone meetings to appoint a member to serve a two-year term on the PA Fair Queen Board of Directors, beginning March 1, 2019. Nominations must be submitted in writing to the respective Zone Chairperson by that zone's designated deadline.

The **2018 PA Fair Queen Elizabeth Voight** (Lebanon Fair, Zone 4) or **2018 Alternate Haley Sweitzer** (York Fair, Zone 4) 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](http://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 reim-

bursed by the Program; the Alternate's travel expenses would be the responsibility of the inviting fair.

**The 2019 State Competition will be held January 24-26.** 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".

## **NEW APPLICATION PROCESS THIS YEAR!**

The Queen Program has collaborated with PSACF to streamline the State Contest Application process to make it easier to fairs, contestants and their families.

Completed Applications for the State Competition are still due *postmarked by November 1<sup>st</sup>* to Bitsey Kopfinger. The completed Application must include the Contestant's Hotel Room Reservation Form. The Queen Program will submit all contestant reservations to Hershey Lodge.

**Show Harry The Money!** However, now the **\$120 Contestant Fee** plus **any other payments** for convention registrations and meal tickets for the Contestant's guests (*friends, family, chaperones, etc.*) are to be submitted directly to Harry Reffner using the PSACF Convention Registration Form. Using the same form and centralizing all payments through the PSACF office will make registrations and banquet seating more efficient for both PSACF and the Queen Program.

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](http://www.pafairs.org) under "Members/Queen Program" to learn how to get involved in our fundraising ideas or sponsorships. We welcome donations of Gift Baskets, Live Auction Items and Monetary Donations from individuals, fairs and businesses. **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.**

From "Queen Program" previous page .....

The 2018 State Contestants did an excellent job in January of creating our "Dining Out" Live Auction prize packages by donating restaurant gift cards! *Two lucky bidders walked away with enough restaurant gift cards to eat out every other week for an entire year!!* This prize was such a big hit, that we're doing it again. So each 2019 contestant will be asked to bring a \$25 chain restaurant gift card to the Queen Raffle table (*ex: Applebees, Olive Garden, Red Lobster, etc*). Cards will be bundled into two Dining Out prize packages for the Live Auction on Saturday night.

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 - 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 & Coronation Banquet - Karen Dobson, 610-212-6180



## PSACF Association Update

### 2019 Convention

The planning committee met with Hershey on June 14th. Room reservations are now open and at the meeting Hershey reported that ½ of the rooms have been reserved. If you have not made yours, please consider doing so soon. Remodeling of 20 rooms will be taking place during the winter and anticipated to be completed before our Convention. We are pleased that banquet prices will remain the same as last year.

### Department of Agriculture Programs

Please refer to Tracy's article with regards to important dates to remember.

### Election at Fall Zone Meetings

State Directors from all zones and the Queen Program Directors (zone 2 & 4) will be elected at the Fall zone meetings, please have a representative at these meetings.

### Junior Fair Person

Nomination deadline Sept 15.. Jr Fair Person informational flyers were distribution at the Zone meetings. The information is on the association's website.

### Fair Person of the Year

A Fair Person of the Year application is available in the "Member Fairs Only" section of the association website. Completed applications must be post-marked no later than November 1st.

### Msgr. John W. Mignot/PSACF Scholarship Program

This year's scholarship program material was posted to the association website in late April. Deadlines to remember: applicant must submit completed application to sponsoring fair by June 30; sponsoring fair must complete endorsement section and submit application to zone chairperson by July 31. Funds are currently available to release all 6 scholarships.

### 2018-2019 Fair Funding

The state budget has a proposed \$4 million for our Fairs. An email was sent out to all Fairs requesting them to call their Senator and Representative asking for their support of the proposal.

### Association Dues

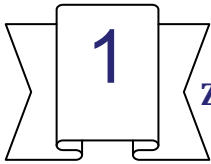
After paying their dues, all 108 Fairs were mailed their yearly packet; if you have not received the packet please contact the Office.

### 501c3 Determination Letter

A letter dated 5/23 from the IRS re-affirms the Association status as exempt under IRC Section 501 (c) (6), and is posted on the website.



# Update from The Zones



## Zone One –Sam Zaffuto

For the first time, all thirty fairs in Zone One were represented at our spring zone meeting that was held April 27 in DuBois. Congratulations to all our fairs. It was great to have everyone present for our meeting.

We welcomed our new Fair Fund Administrator, Tracy Barone, to zone one and we were pleased to have Deputy Secretary of Agriculture, Cheryl Cook in attendance as well. Tracy and Cheryl updated us with news from the Department of Agriculture. Our state officers, President, Dave Hallstrom, Vice-President, Dr. Sally Nolt, and our Secretary, Harry Reffner brought us up to date on the happenings of our state association.

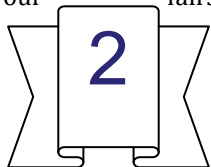
John Berne, Zone One's representative to the Queen Board, presented information to all present on the Fair Queen Program and discussed the procedure for requesting the fair queen to attend your fair.

Cameron County Fair sponsored the raffle in support of the Msgr. John Mignot Memorial Scholarship. Over \$400 was raised for the scholarship program. Thanks to everyone from Cameron County Fair and to all who supported this effort. McKean County Fair has offered to sponsor the raffle at our fall meeting. To date, zone one has raised over \$2,000 for the scholarship program through our raffles.

Please mark your calendars now for our fall meeting, which will be held on Friday October 26 in DuBois. This is an election year. So in addition to presenting the Zone Person of the Year Award and a Junior Fair Person Award we will be electing six directors to represent zone one during 2019 and 2020.

Each fair may nominate one candidate for the Executive Committee of PSACF. Information about the Fair Person Award and the Junior Fair Person Award, and Executive Committee nomination form will be mailed to all zone one fairs before the end of August. Please watch your mail for this important information.

Your Executive Committee members plan to visit all our fairs this summer. Hope you have a great fair season!



## Zone Two — Dale LeVan

Our Spring Zone meeting was held April 28th, 2018. Big thanks to Wayne county fair for hosting. Roger Dirian and his team did a tremendous job. Thank you all for your hospitality.

Our special guest were Immediate Past President Dr. David Reese, Past President Fred Trump, and Honorary Directors Bruce Koppenhaver and Bitsey Kopfinger. Honorary guest speakers were Wayne County Commissioner Wendall Kay, Deputy Secretary of Agriculture Cheryl Cook, Pa. Dept. of Agriculture Tracy Barone and Laura English. A big Thank you to all of them for participating in our zone two meeting.

Informative remarks were given by PSACF President David Hallstrom, PSACF Secretary/Treasurer Harry Reffner, and Vice President Dr. Sally Nolt.

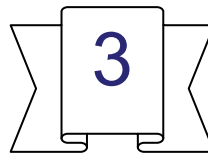
The zone two fall meeting will be held at the Bloomsburg Fair Grounds. Date to be announced. Also, at that time, zone two will hold elections for zone two directors.

Well, after all that was said, fair time is upon us. We have finally got a break in the weather from the late snow storms, no spring, and lots of rain. Sitting here the sun is shining and the temperature is going to be in the high 70's. Makes me want to go to a fair. Thoughts of good food, entertainment, exhibits, and livestock cause me to look one up, get in the car, and hit the road. But of course it's too early in the season. But, it will soon be upon us and hope every fair is already for their opening day.

Don't forget to hand in nominations for Jr. Fair Person of the Year and Zone Fair Person of the year. And if you want a visit from the Dept. of Agriculture make your request soon.

2018 Msgr. Mignot/PSACF Scholarships are now open as well as the convention room reservations. For room reservations contact Dr. Sally Nolt.

As usual, be safe and have a great fair. Welcome your guest and make their visit an enjoyable moment, one they will remember in years to come



## Zone Three — Debbie Stephenson

It really seems impossible for us to be gearing up for fair season to officially start. We had a great Spring Zone Meeting on April 26 at 7 pm at the host fair Washington County. Call to order with President Dave Hallstrom with Vice President Dr Sally Knolt, Secretary Harry Reffner and many others gave discussion on many things such as Convention 2019 on room reservations getting them in early. New Queen registration rules to look at by Zone 3 Queen Representative Ruth Trombetta on where to send the registration money and application to and how to get the State Fair Queen at your local fair.

Confederate Flags at your fairs as a letter was sent to your PSACF Board from Secretary of Agriculture Russell Redding on "no Confederate Flags at your local fair. However, your PSACF Board responded with a letter back with some questions on this topic. There will be more to follow on this issue.

Remember to also get your "Special Baking Contest Winners to Karen Dobson or Kevin Beiber either by email or regular mail. These must be submitted first in order to receive money back to your fair. No money will be sent to your fair without first checking to make sure you followed the rules stipulated for these contests.

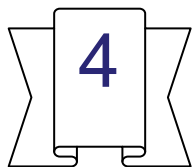
Reminder that you will be visited by a State Board Member for your official fair visit.

Fred Strathmeyer had some comments on Harness Racing at the fairs and how the draws for that would be at a central location and not at your local fair.

A wonderful meal was made by Meyers Catering and wonderful door prizes were given out and many thanks for those as well.

Hopefully the rain stays away and you all have a wonderful fair!!

*See Zones, next page*



## Zone Four - Kevin Bieber

Finally, “old man winter” has found another place to hang out for the next few months, now we just have to figure out how it is best to balance the fair season and the rain that is needed to grow the crops. Hopefully Mother Nature will cooperate with us. Some people say, it is the most wonderful time of the year, FAIR SEASON. Yes, it is officially under way across our great state of Pennsylvania. I wish everyone the best of luck and success as we all work countless hours to bring that agricultural experience to our attendees.

The spring Zone 4 meeting was held at the Manheim Farm Show on Wednesday April 25<sup>th</sup>. Zone 4 enjoyed a night of fellowship and great food thanks to our host the Manheim Community Farm Show. As always, the meeting produced lots of information and handouts that will be helpful for fair season. Thanks to our new Fair Fund Administrator, Tracy Barone, as she presented updated information as well as handed out banners and marketing material for PA Preferred. These banners can be hung at your fair to promote PA Preferred. Also, thanks to Laura England for attending and providing a Department update. As you may have heard, confederate flag sales at your fair, by vendors, has become an issue with the Department of Ag. They have provided guidelines that basically prohibit these sales. Your State Officers and Directors are currently working with the department to obtain more clarity. Please stay tuned for more information, however if you have vendors that sell these items, I would recommend you consult one of our Officers for the latest information available.

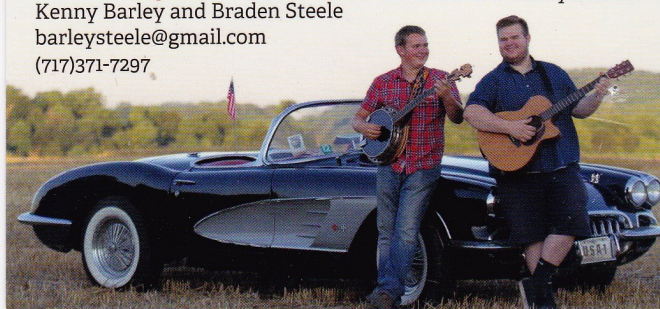
As we get ready for fair time, I encourage you to make sure your local legislators are on your invitee list. Please make sure to extend an invitation to them and spend some time with them at the fair. Show them just how important the annual fair funding is to your fair. Thank them for providing that funding once again.

Just a final reminder, we all have people in our fair that are well deserving of recognition. Having said that, please keep in mind a very important date. I am accepting nominations until September 15<sup>th</sup> for Junior Fair Person of the Year as well as Zone Fair person of the Year. Please send the nominations in as soon as possible. In closing, thank you for all you do to make PA Fairs the best they can be. See you at the Fair !!!!

## Barley & Steele

Kenny Barley and Braden Steele  
barleysteele@gmail.com  
(717)371-7297

Instagram: @barleysteele  
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*The Big E, Eastern States Exposition*

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