

## DATES TO REMEMBER

### 2011

May 30  
\* FAIRTALK material for June issue due  
June 27 (week of)  
\* 2nd Quarter FAIRTALK notification emailed  
June 30  
\* Capital Improvement apps.-Fair Fund due  
August 1  
\* Special Baking Contests (Hershey, Angel Food) checks mailed  
August 31  
\* FAIRTALK material for Sept. issue due  
September 1  
\* Showcase apps. for 2012 Convention mailed  
September 26 (week of)  
\* 3rd Quarter FAIRTALK notification emailed  
October 13  
\* PSACF Board Meeting  
October 15  
\* Showcase apps. due  
\* 2012 Request for Fair Info material, PSACF Associate Dues Invoices, PSACF/PSSA Convention material, Trade Show apps. mailed  
October 20  
\* PSACF Zone 3 Mtg.-Hookstown Fair  
October 21  
\* PSACF Zone 1 Mtg.-Scrubgrass Grange  
October 22  
\* PSACF Zone 2 Mtg.-Luzerne Co. Fair  
October 26  
\* PSACF Zone 4 Mtg.-Allentown Fair  
November 1  
\* Fair Person of the Year apps. due  
\* Communications Competition apps. due  
November 15  
\* Reimbursement apps.-Fair Fund due  
\* Queen Competition apps. due  
November 28 to December 1  
\* IAFE Convention-Las Vegas NV  
November 30  
\* FAIRTALK material for December issue due  
December 26 (week of)  
\* 4th Quarter FAIRTALK notification emailed

### 2012

January 7 to 14  
\* PA Farm Show-Harrisburg PA  
January 18 to 21  
\* 100th PSACF/PSSA Convention-Hershey PA  
May 3 to 5  
\* IAFE Zone 1 Conference-Gettysburg PA



# FAIRTALK



*"News From The PA State Association Of County Fairs"*  
**"THE VOICE OF THE PENNSYLVANIA FAIR INDUSTRY"**

**VOL. 25**

**JUNE, 2011**

**NO. 2**

## CONVENTION SEMINAR SCHEDULE NEARLY SET

- Kevin D. Bieber

The 100th Anniversary of the PSACF will be celebrated at the convention this coming January. Not only will there be lots of fun and exciting events, there will also be a strong schedule of seminar topics that many of you have requested.

Although some of the seminar details are still be finalized, we are working on starting out on Wednesday of the convention with a free competitive exhibits seminar and breakout session. More details on this will be made available at a later date. Wednesday afternoon will also feature the annual Trucking Regulations Update.

Thursday morning we will get to see a true friend of the fair industry as Sam Hayes Jr. will be in Hershey to deliver the keynote address. How fitting it is for Sam to come spread his good word as we celebrate 100 years of the PSACF. Thursday afternoon we will present a panel discussion that will benefit ALL fairs in attendance. With representatives from a small, medium and large fair each will give their views and secrets on how to obtain sponsorships for your fair. In today's economic environment, you will definitely want to listen for ideas you can take back to your fair and increase your sponsorships. I am also working with Brian Carlson who many of you asked me to seek his return thanks to his great presentation last year on grantwriting. Look for Brian on the list of seminars when the convention details are released.

Friday will bring us another overview of the Special Baking Contests, both Karen Dobson and myself will bring all the fairs up to speed with any changes that might be occurring with the Special Baking Contests. We will also look to share ideas of what other fairs are doing with their contests.

Some of the other seminars currently being worked on include Food Safety and the ever changing rules and regulations associated with that as well as ADA regulations. I know we will have a great lineup of speakers and topics, we only need one thing, that is for you to come share in the fun and education at the PSACF, PSSA annual convention in Hershey. Please plan to join us!!!!



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Bruce Koppenhaver, PO Box 546, Gratz PA 17030

## FROM THE PRESIDENT

- Ron Miller



It's fair time across Pennsylvania. The state association hope's every fair has a successful and profitable 2011 fair.

At the state association level, we have been dealing with the issue of smoking at fairs. The Department of Health has deemed that under the Clean Indoor Air Act, any event held inside a fenced in area would be classified as a non smoking area. Mary Bender, the policy director for PDA has been working with the policy director at the Department of Health and they have come up with some solutions. The association legislative team will be submitting formal comments about the smoking policy to the Department of Health, on how we would like to see the policy interpreted. This will be done in early June.

The Legislative committee of the PSACF, have met with the majority and minority Chairman, and Vice Chairman of the House and Senate Agriculture Committee's plus the staff of the House and Senate Appropriations Committee's. Meetings in early June are set with the House and Senate majority and minority leaders.

I personally extend my wishes for a successful and profitable fair season to all fairs. Myself and VP John Blaney will be visiting as many fairs as possible this summer.

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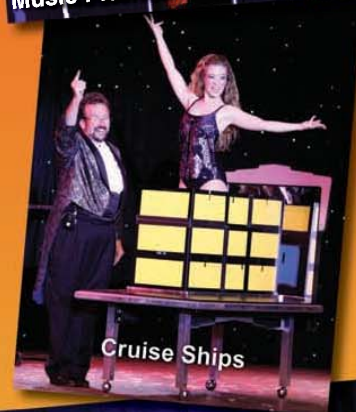
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## 100TH ANNIVERSARY CELEBRATION IN HERSHEY

- Kevin D. Bieber

You will find that this article will be fairly short and sweet, that is because the 100th Anniversary Committee is still working on details of how we will be celebrating the 100th Anniversary of the PSACF at the annual convention in Hershey this coming January.

At the last committee meeting, we had lots of good ideas thrown around the table and as you read this, some of those ideas are being put into place. As with most events, the number of ideas and events will strongly depend on sponsorship dollars, just like we all have at our own fair. More sponsors are currently

being solicited for this great event. Do you know of a potential sponsor? If so, please contact me at 484-256-8009 and the committee will make some phone calls.

Please stay tuned for future editions of FairTalk in order to read what exciting events will take place in Hershey this January as part of the PSACF 100th Anniversary. In the meantime, please purchase the special baskets that are being sold for this anniversary and also just as important, plan now to attend the convention in January.

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The Pennsylvania State Association of County Fairs is proud to present the "Mail" Basket as the 100th Anniversary 2012 limited edition collector basket. The baskets are custom made exclusively by the American Traditions Basket Company in Canal Fulton, Ohio. Each basket is hand woven with expert craftsmanship. **The baskets are a great fundraiser that will last a lifetime and capture your fair memories.** Order your custom collector basket today to support the Pennsylvania State Association of County Fairs!



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## THE SECRETARY'S NOTEPAD

- Bruce Koppenhaver, CFE

### Fair Season

During the fair season remember to continue your efforts in E. Coli prevention (signage, sanitation, backflow, etc.), Equine Activities Liability, "no smoking" in public buildings, and other safety measures.

### Promoter License (follow-up)

The PA Department of Revenue did a renewal of each fair's promoter license for 2011 in early January. Every fair's license expired in January. If your fair did not receive a valid license for the year, contact Marvin Paulk at (717) 772-2906, mpaulk@state.pa.us. Reminder: if any business, person, etc. has sales (food, supplies, equipment, etc.) at your fair, the fair must have a promoter license.

### Capital Improvement Applications

Any fair desiring to apply for a capital improvement project can acquire the 2011 application through the association website. Complete appropriately, make 3 copies, affix original signatures and mail to the Fair Fund Office no later than June 30th. A hard copy application can be requested by calling the Fair Fund Office.

### Fair Funding and Reimbursement Applications

Continue to follow fair fund guidelines/requirements. If you do not, you jeopardize receiving reimbursement.

All fairs should acquire the 2011 instructions through the association website. Refer to the instructions as necessary/needed.

All fairs are to use the latest version of the Martech Blue Ribbon software or the reimbursement application.

Complete appropriately, make 3 copies, affix original signatures and mail to the Fair Fund Office no later than November 15th. Also, submit the spreadsheet file on a CD, disk or by email. A hard copy of the instructions and application can be requested by calling the Fair Fund Office.

### Association Dues

A number of fairs have not paid their dues for the year. Dues must be paid before your yearly packet is mailed. A second notice was sent in early May.

### Fair Person of the Year

A Fair Person of the Year application is available in the "Fairs Only" section of our website. Completed applications must be postmarked no later than November 1st.

### Communications Competition

A Communications Competition application is available in the "Fairs Only" section of our website. Completed applications must be postmarked no later than November 1st.



### Revised ADA Regulations

On April 26th, I was an IAFE CyberSeminar attendee on "Revised ADA Regulations."

Some of the changes most likely to impact fairs and fairgrounds are: ticketing, service animals, wheelchairs and other power-driven mobility devices, and amusement rides.

Go to the association website, and under the "Fairs Only" section look for "Revised ADA Regulations." Review the "ADA Revised Requirements", "ADA Update: A Primer for Small Business", and the IAFE Webinar "Overview."

An effort will be made to include a seminar at the next convention to give further clarification; however, you may want to review, plan and/or take action this year.

### Msgr. John W. Mignot Scholarship Program

This year's scholarship program material was posted to the association website in early 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 chairman by July 31.

Enough funds are available to release 6 scholarships this year; however, donations are still being accepted. Please keep Msgr. Mignot's love and passion for fairs alive by promoting this worthwhile program.

### State Funding Cutbacks Affecting Fairs

Over the last several years, state funding for "county fairs" has dropped to 66% and 35% respectively. This year appears to be level funded at 35%; however, that depends on the final budget when passed.

To date, the PA Department of Agriculture and the fairs association have been notified by three fairs concerning their operation. Tri-Valley Community Fair has ceased operation. Findlay Township Fair and Cumberland Ag Expo will operate; however, not within fair fund requirements thus making them ineligible for state funding.

If there are fairs that have not notified the PA Department of Agriculture and the fairs association of their circumstance, i.e. will not operate, will operate but not within fair fund requirements, etc., please do so as soon as possible.



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## ASSOCIATE MEMBERS REPORT

- Galla Higinbotham



As I write this, the long, rainy, cold spring has suddenly transformed into a hot, steamy summer virtually overnight. Our first outdoor event at the Troy Maple Festival was, luckily, the nicest weekend in May. Even so, a couple of downpours sent festival goers scattering. Fortunately they were short-lived and folks were so glad to be out that they reemerged and we carried on. What a spring for weather! I hope all associates and fairs will have better luck for the rest of the season.

So as the 2011 summer begins, it is with anticipation I look forward to making our way through some of the prettiest areas of Pennsylvania, on the way to fairs and festivals. Each fair and festival has a totally different look, feel and personality. Yet they all have something in common: people who put in countless hours to create an annual community event, some over 100 years old and some much newer. Each is so important to promote agriculture and tourism in our state.

The associate members of the PSACF play a big part in bringing to those events a level of expertise and professional entertainment, attractions and services.

I was unable to be at the board meeting in Centre Hall on April 7th as Dan and I were doing a school performance, but I attended the planning meeting in Hershey on June 7th for the 2012 convention. It is the 100th anniversary of the PSACF and promises to be a memorable experience. Do please plan to attend and make it the best one ever!

Remember the Wednesday evening showcase is for variety acts (jugglers, magic, etc.) as well as musical groups and the committee is eager to review your materials, including a DVD of you "in action". Acts submitted without a DVD will not be considered.

When it gets closer to the time, those associates who will be having a booth in the tradeshow be sure to send in your deposit by the deadline. Due to some no-shows this past convention, people will not be listed in the convention or directory books until that deposit is received.

Tradeshow hours will again include 9 – 12 on Saturday morning so those fair board members who can only get away for the weekend can take advantage of all the associates have to offer. Decision-makers from the fairs, please visit the

tradeshow!

We are all connected through this wonderful world of fairs, agriculture and people from all walks of life. And what a "people" business it is.

I wish everyone a wonderful season. Please email me with any of your thoughts, ideas and concerns at: [dangalla@uplink.net](mailto:dangalla@uplink.net).

See you on the road!

Galla



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## PENNSYLVANIA STATE FAIR QUEEN

- Claire Werkiser



Dear Friends of County Fairs,

I cannot believe that summer has finally arrived. While I am certainly excited for trips to the beach and long summer days, I am most excited to be able to travel to fairs all over Pennsylvania this summer. This is an experience that I am looking forward to very much and one that I hope will educate me and allow me to connect with people all across our great state.

I have had quite an exciting reign as the Pennsylvania Fair Queen thus far. I took two trips to the Capitol Building in Harrisburg for Cornucopia and

Tourism Day. These were both great opportunities for me to educate people about our amazing fairs and the Fair Queen Program. At Cornucopia, my focus was talking to state senators and representatives, while, at Tourism Day, I was able to speak to civilians. I was truly honored to represent our fairs at these events. County fairs are so important to Pennsylvania, not only because of the intrinsic cultural and agricultural education they provide, but also because of their large contribution to Pennsylvania's revenue.

I cannot wait to start visiting our many unique fairs all throughout the summer. I would be honored to attend your fair as well, so please send your invitations to Sarah Long. Thank you so much for allowing me to represent you as the 2011 Pennsylvania Fair Queen.



pennsylvania fairs

## BOOTS HETHERINGTON PA Department of Agriculture

Greetings from the Department of Agriculture. I am pleased to assume the role as Fair Fund Administrator as part of my duties as the special advisor to Governor Corbett for agriculture. I look forward to promoting our state's number one industry through the time-honored tradition of county and community fairs.

For the second year, the department would like to recognize individuals who support our fairs with the Outstanding Fair Ambassador program. We encourage you to think of someone who has been an integral part of your fair – whether a current or past fair board or committee member, longtime exhibitor or volunteer, or a department – who deserves to be honored for their dedication. Nomination forms are available at [www.agriculture.state.pa.us](http://www.agriculture.state.pa.us) by searching "PA Fair Fund," and should be mailed to Heidi Crager at 2301 N. Cameron Street, Harrisburg, PA 17110. We also would like you to share any anniversaries, milestones or noteworthy events about your fair.

Agriculture Secretary Greig and I look forward to visiting the fairs this summer to help recognize these honorees and tour the grounds that you all take such pride in sharing with our non-farm neighbors. Farmers like the Secretary and me know the importance of the

message "from the farm gate to the dinner plate" and appreciate the good work being done to educate those not as well-informed.

I thank Bruce Koppenhaver for his coaching and guidance as I adjust to this new role. I am committed to working with the association and the fine folks out in the counties who spent countless hours making the state's 113 fairs wonderful educational and entertaining experiences for the six million visitors who attend.

Please send any correspondence to Boots Hetherington, c/o the PA Farm Show Complex and Expo Center, 2300 N. Cameron Street, Harrisburg, PA 17110, or call me at 717-787-6257.

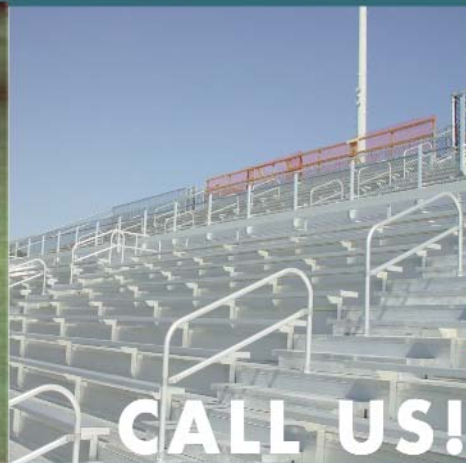
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Boots Hetherington



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## FROM THE ZONES



### **Zone One** Sam Zaffuto

The first fairs of the season will soon be underway in Zone One. Our zone directors plan to visit all fairs in Zone One this fair season. We hope all our fairs have good weather, a safe fair, and increased attendance this year.

Our spring meeting was held on April 15 at the Scrubgrass Grange. We had a good attendance as usual. All of our officers were in attendance and updated everyone on the happenings of our state association. We were very fortunate to have Secretary of Agriculture, George Grieg in attendance at our meeting. Secretary Grieg discussed changes in the Department of Agriculture that would affect the fair program.

Please mark your calendars for our fall Zone One meeting. It will be held on Friday October 21 at the Scrubgrass Grange. Good luck to all at the fairs this season.



### **Zone Two** – David Reese, DVM

The Zone Two spring meeting was held at the Wayne County Complex on April 16th, hosted by the Wayne County Fair and the Greene Dreher Sterling Fair. Following a wonderful buffet lunch, Ron Miller, PSACF President; John Blaney, PSACF Vice-President; Bruce Koppenhaver, PSACF Secretary/Treasurer and Bitsey Kopfinger, Pa. State Fair Queen Director all discussed matters of importance to member fairs.

The Luzerne County Fair will host the Fall Meeting on Saturday, October 22, 2011 at the Lakeside Skillet in Harveys Lake, PA. Important information will be presented by your officers. More plans for the 100th convention will also be presented at that time. Please make plans to have your fair represented.

Fair season is fast approaching. We hope that all the rainy weather will be over with by fair time and that it will be a very successful season for all fairs. A PSACF director will visit each fair in Zone Two.



### **Zone Three** – Debbie Stephenson

Zone Three held their meeting on Thursday, April 14, 2011, at the Washington County Fairgrounds, Washington Pa. We

had a great meal and wonderful door prizes. Thanks to all that donated, we really appreciate it.

We introduced the new PA Secretary of Agriculture, Mr. George Greig. He said he would hopefully get to some fairs this season. If anyone had any questions, please feel free to contact him. As you all may not know, Eric Cowden took another position outside of the Department of Agriculture. We will surely miss him but wish him all the best.

Also in attendance were President Ron Miller, Vice President John Blaney Jr. and Regional Director John Scott. The introduction of our newly elected Zone Directors were John Blaney Jr., Dick Horstman, Harry Reffner, Sarah Long, Craig Lash, Debbie Stephenson and past President Jim Davis. Sarah spoke on the Queen Program, John spoke on the Baking Contest "New Rules" for all fairs and the Table Topics. Debbie spoke on Communications that all fairs should try and enter as it is going to be our 100th Anniversary Celebration this year and everyone can learn something from another fair. Bruce gave us all the updates and packets were handed out for all fairs. If you haven't received yours, contact him asap. Also, remember to look on the web site for the scholarship applications, they are due soon.

The fall zone meeting will be held at Hookstown Fairgrounds. More info to follow!

Have a great fair season and if there are any questions, please feel free to contact one of us.



### **Zone Four** – Sally Nolt

The fair season is underway throughout Zone Four and Pennsylvania. Best of luck to everyone for a successful 2011 fair season!

The Spring Zone Meeting was hosted by Shippensburg Community Fair. Zone Four members enjoyed a night of great food, fellowship and information. We extend our thanks to Richard Wyrick and the rest of the Shippensburg Community Fair Committee for their hospitality. We were pleased to have Pennsylvania Department of Agriculture Executive Deputy Secretary Michael Pechart, PSACF President Ron Miller, PSACF Vice-President John Blaney and his wife Hazel, and PSACF Secretary/Treasurer Bruce Koppenhaver and his wife Linda as our special guests.

Hopefully Pennsylvania will have a budget soon

See "From the Zones" - next page



## GOVERNMENTAL CONSULTANT'S REPORT

- Fred A. McKillop

The time for the passage of the budget will take place sometime in two to four weeks. A target date for the budget will be June 15th, with the late target date as June 30th. There will be a concerted effort to pass this bill on time since the last few budgets were late. The House, Senate and Governor's office are committed to accomplish this budget on time.

The problem facing the budget negotiators is the additional money that has come in above estimates, some 500 million dollars. Many legislators want to spend this new found money on education, welfare and many other worthwhile causes, including fair funding.

In fact, your officers have been to the "Hill" two times, once to meet with the four Agricultural Committee Chairmen and again to meet with the

Appropriations Committee staff and in early June your officers will be meeting with the leaders and their staff. We will leave nothing to chance. Their hard work will pay off if not this session, next session when more money becomes available.

Please continue your work with the legislators; your efforts create a team effort that involves the officers, the lobbyist and all our members. Take the time to call, write and meet with your legislator to protect and promote our funding.

At selected fairs this season, the "Friends of the Pa Fairs" will be asking your help in a membership drive that hopefully will add more financial support and clout to our efforts.

Thank you for your help and support!

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From "From the Zones" - previous page

and our funding will remain intact or be increased. Fred McKillop and our officers have been hard at work for us in an effort to accomplish this goal. Please contact your legislators!!

The Zone Four Fall Meeting will be hosted by the Allentown Fair on Wednesday, October 26, 2011. The annual Fairperson of the Year for Zone Four will be presented at this meeting. Nominations are due to me

by September 1, 2011. Please consider nominating a deserving person.

The Spring Zone meeting will tentatively be hosted by West Lampeter Community Fair in April 2012 and Oley Valley Community Fair will be the host October 24, 2012. Please plan to attend these important meetings.

Please support PA fairs - visit as many fairs as possible this fair season!

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