

DATES TO REMEMBER



2011

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

SEPTEMBER, 2011

NO. 3

SAM HAYES TO DELIVER KEYNOTE ADDRESS AT CONVENTION

- Kevin D. Bieber

Sam Hayes, who is of course no stranger to many of us, has agreed to deliver the keynote address at the annual convention in January which will help kick off a celebration of 100 years of a great organization. Sam is truly an ambassador of agriculture and what better person to come speak to us regarding an industry that we all care about.

Although Sam's message will inspire us and carry throughout the convention, we can't forget the numerous other seminars and workshops that will take place and allow all of you to leave Hershey with new ideas as well as information regarding the many changes in rules and regulations we all face. All these seminars and workshops have been spread out in the schedule allowing you to take advantage of as many as possible and not creating that many choices as to "which one should I go to".

Starting off the convention on Wednesday at 12:30pm is a "free" workshop called "Dress it Up." Bev Gruber has agreed to coordinate the afternoon workshop. This workshop will assist fair workers to make their display beautiful and inviting. Each participant will be able to attend the General Session and select 3 of the 6 area presentations. As we all know Bev, I am sure she will have lots to share in this "free" to convention attendees workshop. Filling out the rest of the day on Wednesday will once again be the updates to Trucking Regulations.

Thursday will bring us a full agenda in Hershey as we start the morning off with Sam Hayes and then a panel discussion regarding "How to Get Sponsors for Small, Medium and Large Fairs." Our own Mike Froelich from York Fair, Darlene Confer from Centre County Grange Fair and Kevin Bieber from the Oley Fair will share their secrets and ideas to obtaining sponsors. Last year, Brian Carlson presented a seminar on grant writing. In hearing from many of you, I invited him back for an overview and expanded seminar to increasing offerings without increasing costs.



See "Keynote Address" on Page 5



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(814) 387-4916

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Albion, PA 16401
(814) 756-4833

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355 N. Park St.
Sykesville, PA 15865
(814) 894-5723

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PO Box 7
Gilbert, PA 18331
(610) 681-4788

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Legislative Consultant
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Harrisburg, PA 17101
(717) 232-5445

Galla Higinbotham
5075 Wrenwood Ln.
Alexandria, PA 16611
(814) 669-4443

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PA Agricultural Fair Program
PA Farm Show Complex
2300 N. Cameron St.
Harrisburg, PA 17110
(717) 787-6257

FAIRTALK published four times per year by the Association. Send information for the publication to:
Bruce Koppenhaver, PO Box 546, Gratz PA 17030

FROM THE PRESIDENT

- Ron Miller



It has been a very busy and fast moving summer. I hope fairs that have completed, had a successful fair. I know some fairs in July suffered with the heat as attendance was not what it should have been. I have not visited as many fairs as I would have liked, but I have been trying to be prudent with the use of association funds. We will soon be into fall zone meeting cycle and all the state officers will be in attendance at them. We are gearing up for a great 100th Anniversary celebration at the 2012 Annual PSACF convention. The state association hopes to see every fair at the convention with some exciting events planned for this special celebration. The officers have not had a response from the Department of Health on the smoking issue at fairs. I hope to have some answers by the fall zone meeting's.

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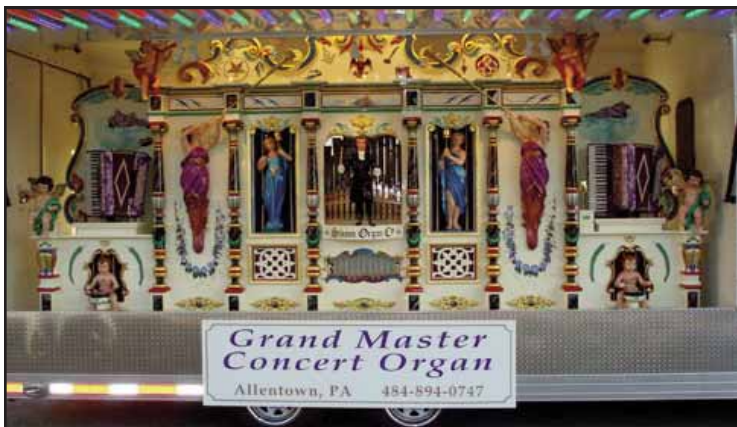
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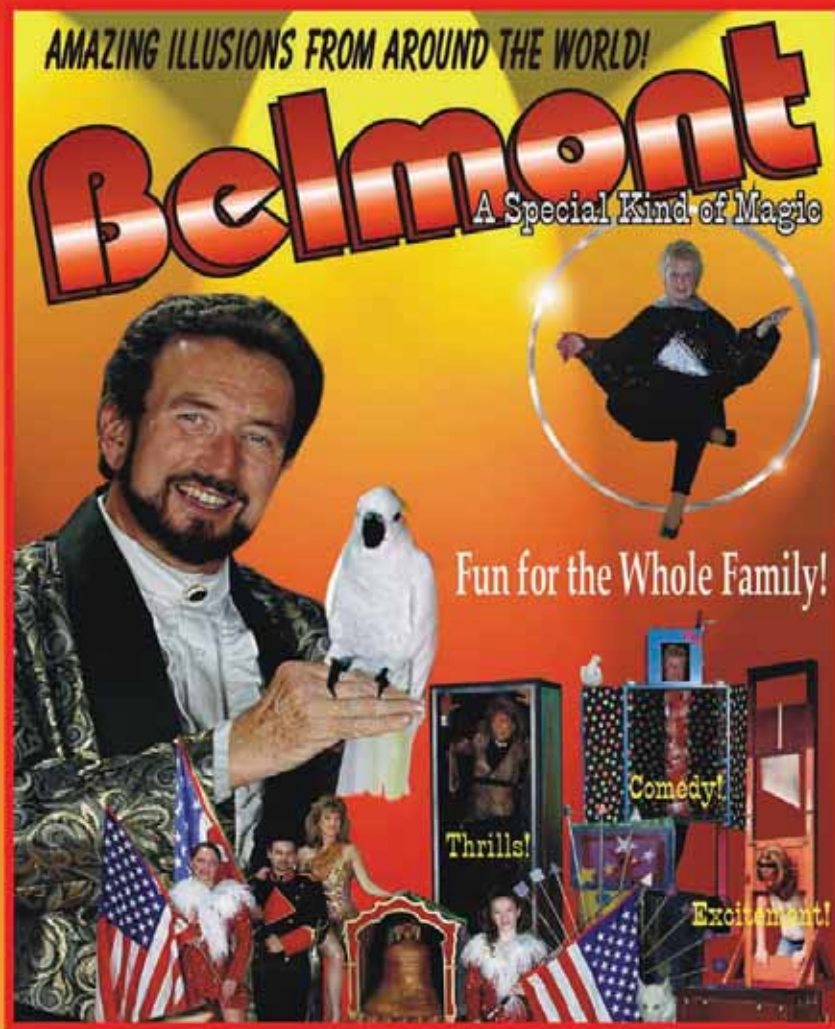
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PA FAIR QUEEN STATE CONTEST

- Karen Dobson

Many PSACF State Directors have reported, as they make their Fair Visitations, that this summer's local fair queen contests have gone extremely well, and that we will be seeing some excellent candidates vying for the title of 2012 PA Fair Queen. The state competition will once again be held in conjunction with the PSACF/PSSA Convention in January in Hershey, PA. Contest Applications have been mailed to fairs that submitted their Request Forms by the September 1 deadline. State Contestants' completed applications must be postmarked by November 15.

Some State Contest items of importance: 1) State Contestant Orientation will be moved up to a 3:30 pm start time on Thursday afternoon during convention; 2) There will be a "Contestant Pizza Party" on Friday night as part of the Queens' Party so fairs should not purchase Showmen's Banquet tickets for their Queen contestant that same Friday night; 3) Convention badge registration is necessary for all convention attendees (contestants, fair board, coordinators, chaperones, family and friends). Those only attending the Saturday coronation banquet must request tickets under their fair's registration; 4) Fairs should coordinate with their State Contestants on hotel room reservations; and 5) Next year's Queen Contest Information Packets distribution will take place at the 2012 convention during designated times near the Convention Registration Desk. Fairs must

submit their Intent To Participate in the Program form by February 28. The 2013 State Application Packets will then be distributed to these responsive fairs at the Spring Zone meetings (similar to how Baking Contest packets are distributed).

The convention is always an important fundraising time for the PA Fair Queen Program. We invite all fairs and individuals to participate in this effort. We need volunteers to help out with the nightly 50/50 Raffle. We are also collecting monies to help purchase Gift Baskets for the Queens' Raffle Table. And we hope to hold a live auction again during the Coronation Banquet to raise additional funds. Any fair or person interested in helping with the fundraising events at convention, or who has sponsorship suggestions or new fundraising ideas, should contact John Berne (McKean County Fair) or Judy Kmetz (Luzerne County Fair).

If you have questions or need additional information on any other aspect of the PA Fair Queen Program, contact the appropriate committee person: Contestant Applications/Registrations - Bitsey Kopfinger

State Contest Schedule/Judging - Karen Dobson

PA Fair Queen's State Appearances & Media Events - Sarah Long

From "Keynote Address" on Page 1

Friday afternoon will feature Karen Dobson and Kevin Bieber updating everyone who runs any of the Special Contests at your fairs. Karen and Kevin are also working on possibly being able to show video footage of the State Contests at the Farm Show. This is also the perfect time to come and ask questions regarding any of those contests. Also at this seminar, Shirley Moyer will share information regarding the Red Star Yeast Program as well as the Fresh Preserving Ball Award sponsored by Ball/Kerr that is offered to PA fairs. Friday afternoon also brings us Ms. Barbara Hensinger, CFE from the sunshine state of Florida to deliver her seminar on "So You Have a Complaint, Now What Do You Do?" We don't get complaints do we????

Saturday morning will wind up the convention

seminar program with two more seminars. Starting first thing in the morning will be Sally Conway the Deputy Chief, Civil Rights Division, U.S. Department of Justice who will present to us an overview of the Revised ADA Regulations. I encourage at least one person from your fair attend this seminar to hear about all the updates we need to be aware of. While one of your fair members is attending the ADA seminar, another member can attend the Food Safety updates presented by The Pa Dept. of Ag.

As you can see, the committee has tried real hard to bring in some very valuable speakers to help you walk away from Hershey with not only more ideas for your fair, but to help you better understand the rules and regulations that we all face. I am looking forward to seeing all of you in Hershey as we celebrate 100 years of the PSACF.

YOU OUGHT A BE IN PICTURES!...

- Karen Dobson

at least in the pictures from the upcoming 100th Anniversary Convention. And you can be as we welcome back Tim McGowan Studios as our official convention photographer! Tim and his photographers will be digitally capturing all the special events and people during the entire convention including banquets, seminars, table topics, trade show, Queen contest, hospitality times, and award ceremonies. They will again be offering opportunities to have formal portraits taken of you, your Fair Board, or with family, guests or friends! All photos taken at the convention

will be available for viewing and purchase at a table outside of the Trade Show as well as online. No need to worry about carrying your camera around. Let Tim McGowan Studios do all the work so you can be involved in all the exciting activities this commemorative convention promises to offer. Then just sit back and view the photos either at their convention Viewing Stations or after convention on their website. It's fun, easy and convenient...and will make these 100th Anniversary memories even more special!

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Delivery:
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THE SECRETARY'S NOTEPAD

- Bruce Koppenhaver, CFE

Hershey Contests & Angel Food Cake Contest

Checks for Hershey Contests and/or Angel Food Cake Contest were mailed in August. Please cash this check as soon as received. Also, coordinate between the contest coordinator(s) and fair that the check was received for the contest(s) and cashed. Note that you are obligated to pay full premium for each placement regardless of the state budget and any decision your fair makes to pay less than full premium. In addition, any unpaid premium due to the lack of entries, etc. are to be returned to PSACF. Failure to do so will result in next year's check being reduced by that amount. Your post contest report will be used to identify unpaid premium. Any questions are to be directed to the appropriate state baking contest coordinator. Remember to submit your Contest Summary information to the appropriate person by the deadline specified; otherwise, your fair will be ineligible to participate in 2012.

Showcase

Associate members eligible to showcase were mailed an application in early September. To be considered for the showcase, that application must be postmarked by October 15th to the showcase chairperson. Note: Dues must be paid in the year you receive the application, and if selected, in the year you showcase.

Fair Person of the Year

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

Future Association Mailings

Please refer to the "Dates to Remember" on the cover concerning future mailings for the remainder of the year. These mailings will be important to both fairs and associate members as we approach the 2012 convention and the next fair season.

Fair Dates for 2012

I received some fairs 2012 dates previously; however, I will be confirming those dates at the zone meetings or through personal contact. Many requests are received before the end of the year for next year's

dates, and those dates will be posted on the association web site by mid-November. Please assist me in compiling this information.

Reimbursement Applications

Read the instructions, complete the 2011 Reimbursement Application using the current version of the MarTech Blue Ribbon software or the application through the association/PDA website. Print 3 copies of the completed application, obtain original signatures on all copies, and send to PDA Fair Fund Office along with the required supporting documentation (i.e. Premium Book, addendums, etc.). Also, an electronic copy is to be emailed or placed on a CD and mailed with the paperwork. Deadline is November 15th.

Msgr. John W. Mignot Scholarship Fund

Six scholarship selections have been made and the selected applicants/fairs will be notified by the committee chairperson. Those not selected will be notified by the committee chairperson or the zone chairperson.

County Fairs Appropriation Falls \$10,000

The final budget passed by the legislator and signed by the governor for fiscal year 2011-2012, lists the County Fairs appropriation at \$971,000. That's down \$10,000 from the prior budget. It is anticipated that the percentage of your request this year will be similar to last year. The following county fairs did not run or are running outside of the Fair Fund Act requirements this year: Bellwood-Antis Farm Show, Cumberland Ag Expo, Findlay Township Fair, Morrisons Cove Community Fair, Pike County Fair and Tri-Valley Community Fair.

Fair Season of Heat and Rain, Rain, Rain

A number of fairs in mid-summer saw a decline in attendance because of high temperatures and afternoon thunderstorms.

Then, came September with hurricane Irene and tropical storm Lee. Power outages, storm damage, flooding, and more. Some fairs experienced low attendance or didn't open several days (Juniata County Fair, Luzerne County Fair and others). Other fairs cancelled completely (Bloomsburg Fair and Denver Fair).

I'm sure fairs in your area will be more than willing to assist in any way possible with your recovery.



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WebSite: www.horseguy.com
E-Mail: singer.glenn@gmail.com
Info: Delivers a world class visual comedy show perfect for the whole family. Funny!

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6 Winding Brook Rd. Peru NY 12972
Phone: (518) 643-9589 Phone 2: (518) 424-5998
Fax: (518) 643-2950
WebSite: www.michaelblaine.com
E-Mail: hpntst@aol.com
Info: Hypnotist show.

Equipment

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108 Elliott Dr. Butler PA 16001
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Food Concessions

Hewlett's Hot Sausage

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WebSite: E-Mail: dnhewlett@hotmail.com
Info: A family tradition since 1954 serving hot sausage, cheese steaks, hamburgers, hot dogs and chicken.

Nagel's Foods

3251 Redstone Rd. Breckenridge MI 48615
Phone: (989) 205-1212 Phone 2: Fax:
WebSite: E-Mail: ben@nagelsfoods.com
Info: Sausage, lemonade, pizza, elephant ears, caramel corn dogs, food for any event.

Food Concession Supplies

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2580 Narrows Rd. Painesville OH 44077
Phone: (440) 354-0411 Phone 2: Fax: (440) 354-1466
WebSite: www.JamesTea.com E-Mail: jim@jamestea.com
Info: James Tea manufactures a premium freshly brewed tea concentrate made from the world's finest black tea leaves.

Musical Attractions

Dani-elle

600 Waashington Ave. Jermyn PA 18433
Phone: (570) 876-3461 Phone 2: (570) 504-6131
Fax: (570) 876-4872
WebSite: www.Dani-ellesings.com
E-Mail: danisings@echoes.net
Info: Pennsylvania's Teenage Singing Sensation. Her emotive way of singing captivates audience.

Jim Felix - Sounds of Elvis

1616 McElhinny Ave. Pittsburgh PA 15207
Phone: (412) 462-0969 Phone 2: (412) 983-0436 Fax:
WebSite: www.reverbnation.com/jimfelixsoundsofelvis
E-Mail: justuff1@clear.net

Info: I'm an Elvis Tribute Artist and if you can hear me, you will hear Elvis.

Leipers Fork Bluegrass

100 W. Hardin Dr. Columbia TN 38401
Phone: (931) 381-9174 Phone 2: (931) 446-3698 Fax:
WebSite: www.leipersforkbluegrassgroup.com
E-Mail: heartland1@charter.net
Info: Bluegrass musical show with hard driving instrumentals, comedy and harmonious harmony.

Memory Lane

595 6th St. Northumberland PA 17857
Phone: (570) 452-6043 Phone 2: (570) 473-8560 Fax:
WebSite: E-Mail: fdabulis@ptd.net
Info: Oldies Rock & Roll band.

No Back Road

1512 Jacks Corner Rd Hopewell PA 16650
Phone: (814) 766-2050 Phone 2: Fax:
WebSite: www.nobackroad.com
E-Mail: sewube54@atlanticbb.net
Info: Live Country Gospel band; professional sound at affordable rates; self-contained professional sound set-up; audience participation.

Sug'r Bear

321 South Highland St. BuBois PA 15801
Phone: (814) 591-3591 Phone 2: Fax:
WebSite: www.sugrbear.com
E-Mail: sugrbear1@yahoo.com
Info: Pennsylvania's #1 Country Show Band.

Tune Bandits

340 Maple St. Freeland PA 18224
Phone: (805) 644-4511 Phone 2: (805) 570-6696 Fax:
WebSite: www.thetunebandits.com
E-Mail: thetunebandits@aol.com
Info: Music entertainment on small stage on grounds at the fair.

Nashville Recording Artist, Jeanne Zano

488 Monument Ave. Wyoming PA 18644
Phone: (570) 905-1946 Phone 2: (570) 693-3781 Fax:
WebSite: www.jeannezano.com
E-Mail: jeannezano@gmail.com
Info: High-energy vocal performance with stellar musicians encouraging audience participation and great show for all ages. Top 40 country, original and pop/rock influence.

Security

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3000 7th Ave, Suite 600 Altoona PA 16602
Phone: (814) 942-9664 Phone 2: Fax:
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Info: Professional security services, armed & unarmed, uniform & plain clothes officers, licensed, bonded, insured.

Talent/Booking

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Fax: (914) 305-1853
WebSite: www.robertjackson.net
E-Mail: aifrecords@optimum.net
Info: Original music acts available for bookings: folk acoustic, rock, or horror rock dance theatre musical.

See "Associates" on Next Page

ASSOCIATE MEMBERS REPORT

- Galla Higinbotham



Thunderstorms, rain, hail, extreme, extreme heat, not enough rain, tornadoes, an earthquake felt the whole way up the East Coast and folks without power for some days after Hurricane Irene – are we really in Pennsylvania?? Unbelievable. We are all thankful for those beautiful, clear, sunny days (in between all the crazy weather) we had as well. Those days make it all worthwhile.

Fairs looked great this year, carrying on in spite of ongoing funding issues and weather challenges. We all are a resilient bunch. People streamed through the gates looking for their favorite foods, events and attractions. The exhibits of art, agriculture, produce, quilts, flowers, plants, the animals in the barns and the care of the owners and much more constantly amaze me. The fairs are a true coming together – an all-American tradition.

Soon everyone who can make it will be at Hershey for the annual convention. And this year is the 100th anniversary of the PSACF. Wow...what must the first year have been like in 1912!

Do come to the convention. It promises to be better than ever. Committees are working on special events, sessions and presentations to commemorate such an important landmark.

Fair boards and convention goers: plan to come to the Trade Show! Although able to be reached throughout the year (since all members are listed in the PSACF directory), during the convention, associates, trade show vendors and exhibitors are all together in one room offering goods and services, entertainment and attractions in over 150 booths. And we are 'trained professionals' who understand the fair business and have many years of experience and can do much to ensure your fair's success.

2012 is Leap Year, so check the dates carefully for the fairs as weeks can get shifted in an unexpected way when this happens.

Associate members should be getting their letter along with an application to participate in the talent showcase taking place on Wednesday, January 18th. I strongly urge those of you who qualify, to submit an application. The showcase committee is looking for diversity: musical groups and singers, juggling, magic, novelty – for all sizes of stages and venues. When people pay and come through those gates at the fairs, there needs to be attractions to see.

Nearly 100 fairs and buyers will be at that showcase looking for acts that will make their fair special. Remember you must be a paid up member of the state association at the time of submission as well as at the time of the convention - January 2012.

Showcase applications are due on October 15th. Remember to include a DVD in your packet of materials. Acts submitted without a DVD will not be considered. And do make sure the DVD plays!

Associates having a booth in the trade show are to send in the 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.

Lots of work and planning goes into making this convention happen, making fairs happen throughout the state. The fair industry is of paramount importance for many reasons and I applaud our extended "fair family" for working together to be better than ever.

Email me suggestions at dangalla@uplink.net or go to our website at www.gallaanddan.com.

I so look forward to seeing everyone in Hershey! Until then, happy travels!

Galla

From "Associates" on Previous Page

Dukes of Hazzard Attractions

507 Harris Hollow Rd Washington VA 22747

Phone: (202) 669-9040 Phone 2: (540) 675-1991

Fax: (540) 675-9988

WebSite: www.cootersplace.com

E-Mail: alma@cootersplace.com

Info: Booking Ben Jones "Cooter", Cooter's Garage Band, The General Lee, and other cast members of The Dukes of Hazzard.

Liz Gregory Talent & Gregory Productions

9 Music Square South Ste. 357 Nashville TN 37203

Phone: (615) 885-9513 Phone 2: (615) 414-3498

Fax: (615) 885-9552

WebSite: www.LizGregoryTalent.com

E-Mail: GregoryTalent2@aol.com

Info: Vocal Trash, Brandon Cash, The Gothard Sisters, Riveibelly, Jay Taylor and Red Head Express. Produce Grandstand Shows: "Fair Entertainment at a Fair Price."

Jo King

1735 S. Geyers Church Rd. Middletown PA 17057

Phone: (717) 546-0202 Phone 2: (717) 576-9591

Fax: (717) 944-5006

WebSite: E-Mail: joritak@gmail.com

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**JUNIATA COUNTY FAIR / PORT ROYAL SPEEDWAY
PORT ROYAL, PA**



100TH ANNUAL CONVENTION
PA State Association of County Fairs and
PA State Showmen's Association
The Hershey Lodge & Convention Center
Hershey PA
Wednesday - Saturday, Jan. 18 - 21, 2012

HOTEL RESERVATIONS

2012 Convention reservations will now be accepted by the Hershey Lodge. Deadline is December 31, 2011. For lodging:

- phone 1-800-HERSHEY (437-7439) or
- online at <https://resweb.passkey.com/go/Countyfairs2012>

All Queen candidates must use the Queen special code of QUEEN2012; otherwise, no special code is required. Be sure you have a credit card with you and respond to all questions. Rooms will be available by 4:00pm and check out at 11:00am daily for all.

CONVENTION REGISTRATION

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

- \$25 (received on or before December 31, 2011)
- \$40 (received after December 31, 2011)

MEALS

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

TENTATIVE CONVENTION SCHEDULE

Wednesday, January 18, 2012

MEALS ON YOUR OWN-ALL

11:00am-5:00pm Registration Desk Open
 "Dress It Up" Workshop
 12:30pm-1:15pm General Display Guidelines - Beverly Gruber
 1:20pm-2:05pm Session 1
 2:10pm-2:55pm Session 2
 3:00pm-3:45pm Session 3
 2:00pm-3:00pm Table Topics 14, 17
 2:00pm-4:00pm Seminar-"Trucking Regulations Update"
 3:15pm-4:15pm Table Topics 6, 10
 4:00pm-8:00pm Enter Communication Exhibits
 Trade Show Set-up
 4:45pm PSSA Board Meeting
 4:45pm PSACF Board Meeting
 6:30pm-10:00pm ENTERTAINMENT SHOWCASE

Thursday, January 19, 2012

MEALS ON YOUR OWN-BREAKFAST & LUNCH

8:00am-5:00pm Registration Desk Open
 8:00am-9:00am Enter Communication Exhibits
 8:00am-10:30am Trade Show Set-up
 8:30am-9:00am First-Timers Session
 9:00am-9:30am Opening Entertainment
 9:30am-10:45am Opening Celebration
 Keynote Speaker - Sam Hayes Jr.
 9:45am-10:15am Associates Gathering
 10:30am-4:00pm Trade Show Open
 Communication Exhibits Open
 (Badge Required)
 10:30am-4:00pm PA Dept. of Agriculture display, etc.

11:00am-12:00pm PA Harness Racing Commission Meeting -
 Open to the public
 11:00am-3:00pm Spouses Shuttle to/from The Hershey Story
 1:00pm-2:30pm Seminar - "How to Get Sponsors for Small,
 Medium and Large Fairs"
 1:00pm-3:00pm Ride Safety Session
 1:15pm-2:15pm Table Topics 3, 7, 8
 1:30pm-3:00pm Meeting - Sire, Quaker & USTA
 3:00pm-4:30pm Seminar - "Businesses and Groups that Increase
 Your Offerings Without Increasing Your Costs &
 Grantwriter Overview"
 3:15pm-4:15pm Table Topics 2, 12, 15
 5:30pm PSACF & PSSA Board
 Group Photos
 5:45pm Hospitality Time & Cash Bar
 6:15pm PSACF ANNUAL BANQUET
 6:45pm Dinner
 (reserved seating-ticket required-\$30)

Friday, January 20, 2012

MEAL ON YOUR OWN-LUNCH

7:30am-5:00pm Registration Desk Open
 7:30am COMMUNICATIONS BREAKFAST
 meal (served) 7:30am; awards 8:15am-9:00am
 (ticket required-\$16)
 9:15am-11:00am Memorial Service /
 PSACF Annual Meeting
 10:30am-4:00pm Trade Show Open
 Communication Exhibits Open
 (Badge Required)
 10:30am-4:00pm PA Dept. of Agriculture display, etc.
 1:00pm-3:15pm Spouse Program - "Basket Bingo"
 2:00pm-3:30pm Seminar - "Special Baking Contests"
 2:15pm-3:15pm Table Topics 8, 11, 18
 2:15pm-4:00pm Seminar - "So You Have a Complaint, Now What Do You Do?"
 3:30pm-4:30pm Table Topics 4, 6, 16
 6:15pm Hospitality Time & Cash Bar
 6:45pm PA SHOWMEN ANNUAL BANQUET
 (reserved seating-ticket required-\$31)

Saturday, January 21, 2012

7:30am-5:00pm Registration Desk Open
 7:00am-8:30am BREAKFAST (buffet)
 (ticket required-\$14)
 8:45am-10:15am Seminar - "Revised ADA Regulations"
 9:00am-10:00am Table Topics 1, 5, 14
 9:00am-10:30am Seminar - "Food Safety Updates"
 9:00am-Noon Trade Show Open
 Communication Exhibits Open
 (Badge Required)
 9:30am-10:45am Spouse Program - "Quilting"
 10:30am-11:30am Table Topics 9, 11, 12
 10:45am-noon PSSA Annual Meeting
 Noon-12:30pm Communication Exhibits Released
 Noon BOX LUNCHEON
 [followed by drawings (ticket required-\$15)
 at 12:30pm] Auction Drawings - Winner must be present
 2:30pm-3:30pm Table Topic 13
 4:45pm Mass
 6:00pm QUEEN CORONATION BANQUET
 (reserved seating-ticket required-\$30)

Sunday, January 22, 2012

8:00am PSACF Exec. / Conv. Breakfast

TABLE TOPICS

1. Animal Health Issues
2. Legislative Update
3. Officers Only Session
4. Martech Update
5. Fair Queen Activities and Responsibilities
6. Are you missing out on \$\$\$
(gas lease, windmills, campers, etc.)
7. What do I need?
(Permits, regulations, etc.)
8. Going Green – How?
9. Family Fun Night for All
10. How Secure is Your Fair?
11. What's Your Problem?
(an open discussion to share solutions)
12. Displays
(placement/dress up/show winners)
13. 4-H & FFA Livestock Shows & Sales
14. Can Twitter & Facebook Help Your Fair?
15. Bio Fuel Switch Over - Showmen
16. Hiring J-1 Workers—Showmen – Sue Ellen Pfeffer
17. Wage/Tax/Insurance For Fair Workers
18. Hints for a Carnival/Fair Contract

SEMINARS

Dress it Up

This Displaying Competitive Exhibit Academy will assist fair workers to make their display beautiful and inviting. Each participant will be able to attend the General Session and three area presentations. Areas to be covered: Making the Best of Show Area a WOW Display - Becky Brashear; Displaying Food and Special Baking Contests - Karen Dobson; Showing Off Art, Photography & Crafts - Pat Horstman; Making Vegetable & Fruit Displays Attractive - Marie Haas & Shirley Moyer; Putting Pizazz in Youth, 4-H & FFA Displays - Glenn Michaels; Displaying Quilts, Wall Hangings & Needlework - Jan Gibas.

Trucking Regulations Update

Dean Riland of PMTA, located in Camp Hill, Pa. will give the latest updates for the industry.

Keynote Speaker, Sam Hayes, Jr.

Sam Hayes who is of course no stranger to many of us has agreed to deliver the keynote address at the annual convention in January which will help kickoff a celebration of 100 years of a great organization. Sam is truly an ambassador of agriculture and what better person to come speak to us regarding an industry that we all care about.

How to Get Sponsors for Small, Medium and Large Fairs

Presenters:

Small Fair – Kevin Bieber, Oley Valley Community Fair

Medium Fair – Darlene Confer – Centre Co. Grange Fair

Large Fair – Mike Froelich – York Fair

This will be a panel discussion on sharing ideas of how each fair no matter what the size can be successful in obtaining sponsors. Find out the approach that these presenters and their Fairs have used to solicit

the marketing dollars of both small business operations and larger corporations.

Businesses and Groups that Increase Your Offerings Without Increasing Your Costs & Grantwriter Overview

Grantwriter, Brian Carlson of Grand Rapids, Minnesota, will do a follow-up seminar to his grantwriting session last year. This session will cover Developing Business Relationships that Help to increase your offerings at little or no cost. Plus more ideas on creative financing in order to increase your bottom line. He will cover topics such as: Planning a Business Approach; Knowing your own History; What to Ask for; Understanding your potential sponsor; Operation Roundup. Brian will also review his last seminar for those who hadn't attended or who have forgotten the important topics from that session. Brian was a former fairboard director in charge of entertainment, fundraising, sponsorships, ads sales, and grantwriting.

Special Baking Contests

Karen Dobson and Kevin Bieber updating everyone who runs any of the Special Contests at your Fairs. Karen and Kevin are also working on possibly being able to show video footage of the State Contests at the Farm Show. This is also the perfect time to come and ask questions regarding any of those contests. Also at this seminar, Shirley Moyer will share information regarding the Red Star Yeast Program as well as the Fresh Preserving Ball Award sponsored by Ball/Kerr that is offered to PA Fairs.

"So You Have a Complaint, Now What Do You Do?"

Ms. Barbara Hensinger, CFE from the sunshine state of Florida will deliver this seminar. He saidShe said.... But who is correct and what is appropriate action to handle the situation? This workshop is designed to review how to investigate and handle exhibitor, patron, and vendor complaints and violations. It pays to be aware of how to process investigations to insure you are protecting your fair, the exhibitors, your employees, and the fair patrons. Barbara Hensinger will share her experiences in this informative, educational, and often interactive presentation.

Revised ADA Regulations

Sally Conway the Deputy Chief, Civil Rights Division, U.S. Department of Justice who will present to us an overview of the Revised ADA Regulations.

This interactive session will address specific provisions in the recently revised Americans with Disabilities Act regulations that apply to the conference participants involved in the operation and management of state and county fairs. Topics will include information on compliance dates and safe harbor, the use of wheelchairs and other power-driven mobility devices, service animals, and ticket sales, as well as a brief overview of some of the changes in the ADA Standards for Accessible design.

Food Safety Updates

The Food Safety updates will be presented by The PA Department of Agriculture.

2012 SPOUSE PROGRAMS



The activities at the 2012 PSACF/PSSA Convention will feature:

- A "Ticket Auction" in the Chocolate Ballroom (prizes to be awarded on Saturday at 12:30PM).
- Wednesday – shopping on your own at the many outlets and malls in the Hershey area.
- Thursday – shuttle service from the Hershey Lodge to the museum. The shuttle will run to/from "The Hershey Story" 11 am – 3 pm. "The Hershey Story" is a museum that guides visitors on an inspirational journey through Milton Hershey's lifetime and beyond, a tale spanning more than 150 years of trials and triumphs, philanthropic endeavors and one man's unwavering confidence. From Hershey's earliest entrepreneurial ventures to his visions of a town built around the attributes of the humble cacao bean, The Hershey Story is an uplifting celebration of the great American dream. Warm and welcoming, this immersive museum environment accommodates visitors of all ages. Attractions include the Museum Experience, a series of engaging exhibits; the Chocolate Lab, a place where learning comes alive through hands-on experiments; the Museum Shop, stocked with unique Hershey merchandise and memorabilia; Café Zooka, the perfect place for light fare and chocolate desserts; the Countries of Origin Chocolate Tasting; and much more. Ready to begin your sweet journey? The Hershey staff should offer you tickets at the front desk, if not... **Ask for your 'complimentary' ticket to The Hershey Story when you check-in to the Hershey Lodge.**
- Friday afternoon, the Showmen's Association and the Fair's Association will conduct a Basket Bingo from 1:00PM - 3:15PM. Purchase cards at the door.
- Saturday morning, "Quilting" from 9:30AM - 10:45AM. No need to select this program on the registration form - just show up!

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

2012 PA STATE FAIR QUEEN CONTEST - TENTATIVE SCHEDULE

Wednesday, January 18, 2012

Thursday, January 19, 2012

12:00pm – 4:00pm	Raffle Table Open to benefit Queen Program
2:00pm	Early Hotel Check-In – Queen Contestants
3:00pm – 3:30pm	Queen Contestant Orientation Check-in
3:30pm – 4:15pm	Queen Contestant Orientation
6:00pm	Line Up for Evening Gown Competition
6:15pm	Evening Gown and Introduction Competition
6:45pm	PSACF Annual Banquet
8:30pm	Queen Contestants Group Photo
9:00pm	Gift Exchange

FRIDAY, JANUARY 20, 2012

7:00am – 12:00pm	Interviews - Morning Session
10:00am – 4:00pm	Raffle Table Open to benefit Queen Program
11:00am – 12:00pm	Seminar – Denise Yoho
1:00pm – 5:30pm	Interviews - Afternoon Session
2:15pm – 3:15pm	Queen Coordinators' "Idea Exchange"
2:30pm – 3:30pm	Seminar – Denise Yoho
6:00pm – 6:30pm	Judges Reception with Contestants
7:30pm – 9:30pm	Queen Claire Werkiser's Pizza Party with Contestants

SATURDAY, JANUARY 21, 2012

7:30am – 12:00pm	Speech Competition – Morning Session
9:00am – 12:45pm	Raffle Table Open to benefit Queen Program
9:00am – 10:00am	Table Topic – "Fair Queen Activities and Responsibilities"
9:00am – 1:45pm	Hair Styling Appointments
12:30pm	Drawing for Raffle Table items
1:15pm – 3:00pm	Speech Competition – Afternoon Session
4:30pm	Rehearsal for Coronation (Contestants only)
6:00pm	Coronation Banquet (Reserved Seating-Ticket Required-\$30)
7:15pm	Line Up for Coronation
7:30 – 8:45pm	Coronation Ceremony
9:00pm	Media Photos

Visit the PA State Fair Queen Program's Basket Auction and Raffle Table in the Great Lobby.
50/50 raffle tickets will also be sold in the Chocolate Ballroom Lobby Wed., Thurs. & Sat. evenings,
and Fri. evening in the Fireplace Lobby.

SPECIAL BAKING CONTEST REMINDERS

- Karen Dobson

Did you know that fair season will bring over 3,600 apple pie, angel food cake, Hershey cake and Hershey cookie, brownie or bar entries to our fairgrounds? And these exhibitors will be baking their hearts out to earn the coveted blue ribbon and a chance to compete for big money at Farm Show in January!

November 15 is the postmark deadline by which participating fairs must send in their Special Baking Contest Summaries to the appropriate contest chairperson. Forms were distributed at spring Zone meetings, but are also available on the PSACF website under the "Fairs Only" section. Only the Contest Summary pages are required - no scrapbook items, please.

Encourage your first-place winners from these contests to take the next step and compete at the Farm Show finals in January. It's an exciting time as the best bakers from across PA come together to find out whose dessert will reign supreme! Almost \$3,000 in prize money will be awarded over two days to those top bakers. So don't miss the opportunity to have a state baking winner representing your fair! The fair is responsible for signing the Winner Certification Form and giving the duplicate form to their winner. You say your fair's first place local winner cannot attend? No problem. Your fair has the option to certify the next place winner to go to Farm Show.

Right after Farm Show 2012, we will be preparing for our Special Baking Contest Seminar on Friday afternoon at the 100th PSACF Convention in Hershey. This seminar is a great chance for new baking contest coordinators to learn how to run a successful event at your fair, and a good refresher course for our loyal veteran coordinators. We will review the new 2012 rules, give tips and ideas, and answer any questions. And, if all goes well, we hope to bring video segments from the 2012 Farm Show contests to give our seminar attendees a chance to really see what it's all about!

We are so thankful to our sponsors - PSACF, PA Department of Agriculture, The Hershey Company, The PA Apple Marketing Program and PA's Egg Farmers - for making these contests possible. Thank you also to all the fairs that are hanging the sponsor banners and publicizing these contests to bring in more entries. We hope to see each fair represented at Farm Show in January! And we look forward to receiving all Fair Contest Summaries by November 15. If there are any questions concerning post-contest details, contact the appropriate committee

chairpersons:

Angel Food Cake and Apple Pie - Kevin Bieber (484-256-8009, email kdbieber@natpennbank.com)

Hershey's - Karen Dobson (610-212-6180, email kardob@msn.com).



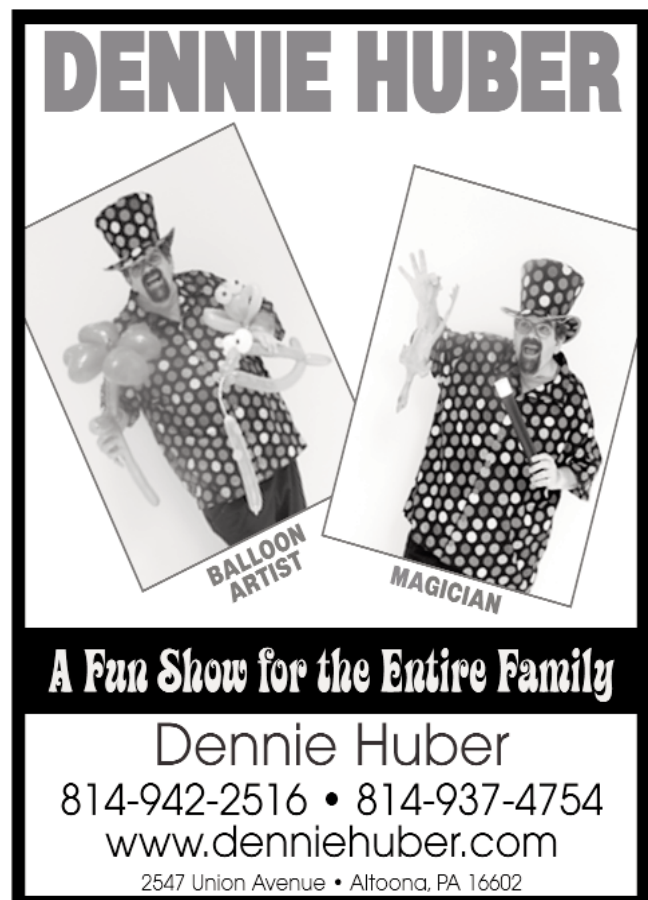
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The advertisement features a black and white photo of a puppet show with two puppets, one playing a trumpet and the other a guitar.



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The advertisement features two black and white photos of Dennie Huber, a man in a polka-dot shirt and top hat, performing balloon art and magic.

JUDGES SCHOOL SCHEDULED

On Wednesday, January 11, 2012 the Pennsylvania State Association of County Fairs and the Pennsylvania Farm Show will host the 13th Annual Judge's School during the Pennsylvania Farm Show in Harrisburg. As in the past, you may choose two sessions to attend.

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

Session choices for this year are:

Christmas Trees

Crafts

Youth Entries

Apiary

Antique Farm Equipment

Clothing & Needlecraft

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

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

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

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

If you are planning to participate in Judges School, you need to pre-register by December 28, 2011. Send your name, address, phone number and e-mail to Beverly Gruber, P.O. Box 5, New Tripoli, PA 18066. If you prefer, registration may be called in. Phone 610-767-5026 or email lowhill@rcn.com or b.gruber@rcn.com.

2012 Judge's School Registration

Name _____

Address _____

Phone _____ Email _____

Number of People _____ @ \$10.00 = \$ _____

Return form and check payable to Beverly Gruber • P. O. Box 5 • New Tripoli, PA 18066

Registration may be called in. Phone 610-767-5026. Please register by December 28, 2011.

PENNSYLVANIA STATE FAIR QUEEN

- Claire Werkiser



Greetings fair lovers!

It has been quite a busy summer for me, as I'm sure it has been for you as well. I spent this summer going to fairs and events all across our wonderful state. This has given me the opportunity to gain an even greater appreciation for our fairs and the work that goes into each and every one of them. I attended the

Schnecksville Community Fair, the Lebanon Area Fair, the Troy Fair, the Kimberton Community Fair, the Washington County Fair, as well as giving speeches to my local elementary schools in June and representing our Fair Queen Program and our fairs at Ag Progress Days in August. All of these events have bestowed upon me experiences I never would have dreamed of. I have held a baby kangaroo, met Governor Corbett, assisted with Queen competitions, spoke at opening ceremonies, toured

fairgrounds with lovely fair queens, and sampled a variety of delicious fair cuisine, like grilled bologna sandwiches and homemade donuts. I am looking forward to my next two appearances at the Oley Valley Fair and the Unionville Community Fair. Although Fair season is winding down, you are welcome to send your fair invitations to Sarah Long if you would like to have me at your fair.

January and the 2012 Convention seems eons away, but I know it will be here in the blink of an eye. I will have to hand over my crown to the next queen, who I'm sure will be as stunned and excited as I was. I would like to thank everyone who made this summer possible for me. Being able to experience all of these fairs has made me ever so grateful to have grown in the wonderful state of Pennsylvania. Each community has its own story and without our fairs, that story would fail to be told so eloquently. Thank you all for giving me this amazing opportunity. I hope to see you at my last few fairs!



pennsylvania fairs

BOOTS HETHERINGTON PA Department of Agriculture

As a farmer, I've spent most of my life worrying about water and temperature. Too much or too little of either is not conducive to successful farming. Fairs, too, are subject to the whims of nature. With weeks of little to no rain and high temperatures sandwiched between excessive rains in June and late-August into September, this summer was tough for fairs. Yet fair volunteers have remained resilient and have hosted another successful crop of Pennsylvania fairs.

One of the highlights of my job is meeting the fair board members and fair volunteers who work hard to make sure the show goes on. I'm amazed at all the great things built, repaired, or renovated by fair volunteers with local community support. The Outstanding Fair Ambassador Award Program, which honors the fine work of these volunteers, has become quite popular. It is a wonderful way to say thank you to someone at your local fair who has been a supporter of the fair and is ensuring its continual success. If you are interested in making a nomination for the

Outstanding Fair Ambassador, the application can be found on the department's website under "Forms" (scroll to PA Fairs).

Secretary Grieg would like to remind fair management to maintain hand washing stations and display posters encouraging fair visitors to use proper sanitary practices when coming in contact with livestock. If you need hand washing posters, contact me (bhethering@pa.gov) or Michelle Worden (mworden@pa.gov).

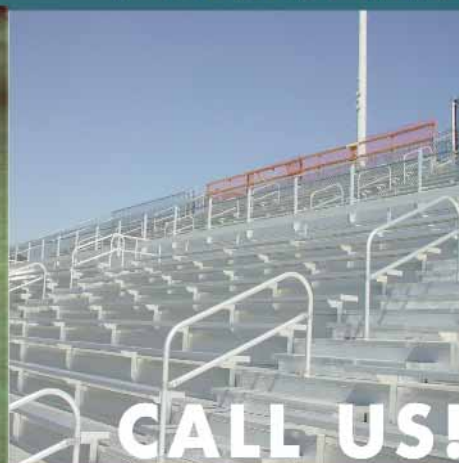
Secretary Greig and I look forward to visiting the remaining fairs for the 2011 fair season.

A handwritten signature in cursive script that reads "Boots".

Boots Hetherington



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FROM THE ZONES



Zone One Sam Zaffuto

Fair season 2011 in Pennsylvania is winding down. After this week, there are only four fairs in Zone One left to run. Most fairs are reporting that 2011 was a successful season for them.

Our Fall Zone meeting is scheduled for Friday October 21 at the Scrubgrass Grange. Dinner will be served at 6:30 pm. Information on the meeting will be mailed to all fairs before the end of September. Please plan to attend this important meeting where your state officers will be in attendance to update you on the happenings of the PSACF. Information on Convention 2012, our 100th anniversary, will be presented and the Zone One Person of the Year Award will be presented. Please plan to have someone from your fair present for this meeting. Hope to see you there!



Zone Two – David Reese, DVM

Congratulations to all the completed fairs on another successful fair season. Most fairs are reporting a very good year.

As I write this, I am concerned as to the effect of Hurricane Irene on fairs in the eastern part of the state that are still to be held. I have not heard from any of them at this time, but our prayers and thoughts are with them - hoping that they have survived the storm and will have a successful fair.

The Luzerne County Fair will host the Zone Two fall meeting on Oct. 22, 2011. The Zone Fair Person of the Year Award will also be presented. Please forward all nominations to me by Sept. 30, 2011. Plan to have your fair represented.

The 2012 convention is only a few short months away. As always, much valuable information will be available at the seminars and table topics. This will be our 100th anniversary and plans are being made for a very enjoyable convention. Plan on having as many of your members attend as possible. Let's make this the "biggest and best" convention ever.



Zone Three – Debbie Stephenson

It's hard to believe that fair season is almost over!! We hope that all of you had a wonderful and exciting year. The next fall zone meeting is Thursday, October 20, 2011,

at the Hookstown Fairgrounds. Reminder notices will be going out soon. Please have one representative at this meeting. These are very important as we are having our 100th Anniversary this convention. You won't want to miss it.



Zone Four – Sally Nolt

Congratulations to all completed fairs for another successful fair season and best wishes to those fairs yet to be held! In spite of heat, rain or hurricanes the fair season continues.

I would like to thank our officers and Fred McKillop for all the hard work and many hours they put into getting the funding maintained in an on time State budget. Thank your legislators and keep in close contact with them

I was sorry that the Cumberland Ag Expo was unable to operate as a fair this year. Perhaps in time that will change.

The Zone 4 Fall Meeting will be hosted by the Allentown Fair. The dinner meeting will be held Wednesday, October 26, 2011. Reservations may be made with Karen Dobson. At this meeting an award for Fairperson of the Year for Zone 4 will be presented. Thank you to the fairs that submitted a nomination.

The Zone 4 Spring meeting will be Wednesday, April 25, 2012 and hosted by West Lampeter Community Fair. Please plan to attend these important meetings.

SUBMIT YOUR FAIR PHOTO TO LANCASTER FARMING

Only images taken from the 2011 fair season qualify. Photos must have been taken between January 1st and December 31st 2011. Include information about the location and content of your photo. Lancaster Farming will review all photo submissions. This process may take up to 14 days before the image is posted to the site. By posting images you are granting Lancaster Farming an unrestricted license to use these images.

To submit your photo and for more details go to www.lancasterfarming.com/fairs/entry



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GOVERNMENTAL CONSULTANT'S REPORT

- Fred A. McKillop

I am requesting a meeting with the Secretary of Agriculture and his staff in the month of September for the officers to discuss future funding of the fairs. The funding requests are due into the Governor by October 1st. Requests are then reviewed prior to the Governor's Budget Address in February. It is our hope, the state will double our appropriation in 2011-2012. Without this increase, we will continue to lose our smaller fairs. We could lose 3 fairs due to financial problems this year.

I have visited the Elizabethtown Fair and intend to visit the Allentown, West End, York and Gratz Fairs. I personally want to thank all the fairs that issued me invitations to their events, because only through their kind invitations do I see what good work and service the fairs provide their communities, counties, region and state.

Please make sure you invite your local legislators

to your fairs and take them around your fair to see what the fairs mean to the Commonwealth of Pennsylvania.

We have been in contact with the Harness Racing Groups and hope to continue building this relationship for the fairs that sponsor racing.

Please meet with your legislators after fair season and explain to them in private meetings the importance of increased funding. I have completed my training program on meeting, writing, phoning and reporting the results to our office on the internet and will be working with the officers to offer training to our fairs.

Our future depends on your help and support. Please continue your contacts, your promotion of your local fairs and your volunteering in support of your fairs.

COMMUNICATIONS COMPETITION

- Debbie Stephenson

Hopefully by now most of you have had a great fair season. With that in mind, please look at the entries that you can do for the 100th Anniversary in the Communications Competition. We would like as many of you as possible, even if it is only 1, 2 or all the items

listed. We all learn from others! If you are interested in being a judge, please contact me either by phone or email. It would be greatly appreciated! The deadline is November 1st.

2011 DISASTER RECOVERY FOR FAIRS

- Boots Hetherington

Flood waters from Hurricane Irene and Tropical Storm Lee have affected many areas of the Commonwealth. Pennsylvania's agriculture community, including the fairs, was one of the hardest hit groups. The Governor has given a disaster declaration for 11 counties affected by Hurricane Irene and 26 counties affected by Tropical Storm Lee. If your fair sustained physical damage flood-related cleanup expenses, you are urged to contact the Emergency Management Agency (EMA) for your county for possible help. A list of the EMA's for each county is located in the "Fairs Only" section of the association's web site. The following is a list of all disaster declaration counties.

Hurricane Irene (Eligible counties include: Bucks, Chester, Delaware, Lehigh, Luzerne, Monroe, Montgomery, Northampton, Philadelphia, Sullivan and Wyoming).

Tropical Storm Lee (Eligible counties include: Adams, Berks, Bradford, Bucks, Chester, Columbia, Cumberland, Dauphin, Delaware, Lancaster, Lebanon, Luzerne, Lycoming, Montgomery, Montour, Northampton, Northumberland, Perry, Philadelphia, Schuylkill, Snyder, Sullivan, Susquehanna, Union, Wyoming and York).

Remember that it is imperative for you to apply before the October 15, 2011 deadline.