We are almost through winter and spring is around the corner! In March and April we begin with Livestock shows, Youth shows, Spring Fairs, Poultry Expo, Junior Dairy shows, Community Fairs, and much more. I want to take a moment to introduce this year’s Convention Theme. What’s a convention without a theme? Some slogans might sound goofy, off the wall or cute and descriptive, but they all aim to define the party and provide something specific to rally around. The theme of this year’s Washington State Fairs Association annual Convention which begins Thursday, October 19 - 21, 2017 in Vancouver, WA, is “Spirit & Pride County Wide” With that said, I would like to see every member fair attend the 2017 WSFA Annual Convention!

Combined Convention – This has been a subject for some time with the WSFA Board of Directors in considering the possibility of a combined Convention with another state or regional group. We looked at that possibility with the Rocky Mountain Fairs Association about two years ago. More recently, some of the board members visited the Oregon Fairs Association. At last year’s board meeting, the WSFA Board voted to begin discussions on how we could join forces with the Oregon Fairs Association. We are exploring the possibility of a combined convention in 2019. We each have contract commitments that make a combined convention prior to that date not feasible. There is a lot of coordination and planning to do but we still have time. Our Executive Secretary, Gale Sobolesky, and Directors, Mickey Webb, from Grant County Fair, and Sue McIntire, from Jefferson County Fair, will be the team working with the Oregon Fairs Association in developing a plan of action. In closing, we would like to hear from you on the subject of a combined convention.

Terry Atchison
WSFA President and Walla Walla Frontier Days Board Member
WSFA Bylaws

Organizations that meet infrequently, or from scattered locations, rely on good Bylaws to help keep the conduct of business predictable and orderly. WSFA is no exception. We have a very good set of Bylaws which are regularly reviewed, updated and sent to all our members. Our last two business meetings took great care to ensure that process continues and changes were made that will benefit the Association in the future.

Times and circumstances change and to keep up with that, we ask all of you to review our Bylaws before each Convention where we have our annual business meeting. At that time we discuss the recommended changes and approve amendments to our Bylaws. Sometimes it seems like an administrative exercise but the reality is that is what helps the Association govern itself and better serve the membership.

I would ask each of you to please help with this. As we approach the 2017 Convention you will get a lot of information. One thing will be a request for recommended Bylaw changes. There will be instruction on how to do this and the timeline to follow to ensure your recommendations are addressed. Please do your part and help us make sure we are up to date and conducting business of the Association in a responsible manner.

Thank You,

John Morrison
WSFA Immediate Past President
Clark County Fair Manager/CEO

IAFE MANAGEMENT CONFERENCE COMING TO WASHINGTON STATE

Fellow WSFA Members:

The 2017 IAFE SPRING Management Conference will be held in Spokane, Washington, April 25-28. The Conference will be held at the Davenport Grand Hotel, a newly constructed 720 room hotel, immediately across the street from the Spokane Convention Center. The Spokane County Fair and Expo Center will be the host fair and will provide a tour of the facility, dinner, and transportation to the Expo Center and back to the hotel on Thursday, April 27th.

The Management Conference Committee has been working hard to provide pertinent topics, discussion items, and speakers that will address many of the challenges that we face as management staff of today’s fairs.

For a preview of the entire agenda and to register, please go to the IAFE website and follow their directions.

This is only the fourth time in the last twenty years that this conference has been on the West Coast. What a great opportunity to network with fellow fair management staff from all over the U.S., Canada, and other parts of the world! We hope to see all of you there!

Rick Hartzell, CFE Co-Chair, IAFE Management Conference Committee 2017
Director, Spokane County Fair and Expo Center
Legislative Update

History of Fair Funding. Looking to the future

History of the Fair Fund
At one time, most fairs across the country were supported by the pari-mutuel tax on betting on horse racing. Most horse racing occurred on racetracks at county fairgrounds. As horse racing declined across the country, that source of revenue dried up.

In Washington, the Fair Fund lost the pari-mutuel tax as a source of revenue in 1998. Since then, money for the Fair Fund has come from the general fund along with nearly everything else government pays for. In 2002, the Fair Fund was written into state law at $2 million per year. Having the Fair Fund written into law makes it more stable. However, it is much more difficult to increase the amount of funding. Even though the amount of the Fund is set in law, many years, the Governor has written it out of the budget. Washington State Fairs Association then must lobby to have funding written back in.

The Fair Fund is divided among “Agricultural fairs” which are defined as a fair or exhibition intended to promote agriculture by including a variety of exhibits of livestock and agricultural products, as well as educational contests, displays, and demonstrations. The amount of the Fund each fair receives is based on a formula administered by the Washington State Department of Agriculture (WSDA). The formula includes such factors as area and population served, open and/or youth participation, gate receipts, number and type of exhibits, premiums paid, community support, evidence of successful achievement of the aims and purposes of the fair, extent of improvements made to grounds and facilities from year to year, and overall condition and appearance of grounds and facilities.

WSDA is authorized to use up to 5% of the state Fair Fund to cover administrative expenses. Many years, this amount has not been used in full. We have been made aware that beginning in 2017, WSDA does plan to use the full five percent leaving less to be divided among fairs.

Health and Safety Grants
Under state law, up to 15% of the Fair Fund may be used for special assistance grants to fairs. Since 1998, special assistance grants have not been awarded from the Fair Fund. Such grants have been replaced with a separate capital budget appropriation dedicated to health and safety grants for improving infrastructure on fair grounds. This money must be added to the capital budget each biennium. WSDA does not request this funding, Washington State Fairs Association does. Many legislators have helped secure this funding over the years, but special recognition must go to former Senator Marilyn Rasmussen who began the fund and Senator Jim Honeyford who has ensured its place in the budget in recent years.

The amount has varied over the years. In 2002, the legislature allocated $100,000 for grants. During the 2015-2017 biennium, the grant program received $2 million. WSDA manages the grant program with the guidance of the Fairs Commission. Under state law, WSDA may provide capital funding to local governments and nonprofit organizations, on a competitive basis, to support capital projects that make health or safety improvements to agricultural fairgrounds or fair facilities to benefit participants and the fair-going public.

Washington State Budget
Washington state has a biennial budget. That means in odd numbered years, the legislature crafts a budget to cover state expenses from July 1 of that year until June 30 of the next odd numbered year. The budget being crafted during the current legislative session will cover July 1, 2017 through June 30, 2019. This budget cycle is focused primarily on school funding. Hopefully, that issue will be dealt with this year, freeing up future budget cycles to deal with other issues.

The legislature writes three separate budgets. The operating budget covers operating expenses including the Fair Fund. The capital budget covers capital projects such as building maintenance and construction and land purchases for everything from parks to prisons. Health and safety grants are in the capital budget. The third budget is for transportation.

The money for the capital budget comes from the sales of bonds. The state constitution limits the amount of debt the state can take on. The capital budget must also cover the state’s portion of local school levies.

Looking ahead
The amount of the Fair Fund has been static for nearly twenty years. As we look forward to the 2019-2021 biennium, is it time to try to grow the fund? In July of 2018, state agencies will develop their budget requests for the 2019-2021 biennium. WSDA has never requested an increase in the Fair Fund nor have they requested funding for Health and Safety grants. These requests have always come from the Washington State Fairs Association. If we want an increase in either fund, January of 2018 is the time to begin making the case.

Washington State Fairs Association spends a day on the hill visiting legislators every January. This year, the group was limited to association directors. Some years, the group has been large and diverse including 4-Hers, 4-H leaders, FFA students, entertainers and other associate members as well as many fair volunteers and managers. Half of the legislative districts in Washington State include rural areas. Legislators from urban areas are less likely to be familiar with fairs. Fairs enjoy strong bi-partisan support from many areas around the state but with the many competing priorities for state funding, any increase is an uphill battle. Increasing funding for fairs may mean decreasing funding for something else.

If we are to be successful in securing additional funding, every fair must reach out to your legislators and ensure that they understand how your fair serves your community and the value it delivers.

Heather Hansen
WSFA Government Affairs
Olympia, WA

Washington State Fairs Association Mission
“Washington State Fairs Association is dedicated to the success of Washington’s Fairs through coordination, education, information, legislation and public support.”
Management Team Meeting and State Wide Super School to be held in Ellensburg at the Kittitas Valley Event Center

Located in the center of Washington State at the intersections of I90, I82 and HWY 97, the Kittitas Valley Event Center, Home of the Kittitas County Fair and Ellensburg Rodeo, welcomes this year’s Management Team Meeting and State-Wide Super School. The Fair Board of Directors and Event Center Staff are pleased to host this annual meeting and training on March 24th and 25th in Ellensburg. Those attending the Management Team Meeting will discuss sponsorship and promotion as well as interim events and daily challenges and concerns of the Fair industry. Those choosing to attend the State-Wide Super School will get to chat with the Washington State Fair Commissioners and discuss your roles in marketing and volunteer recruitment and what your board expects from you. Besides these two great programs full of useful information, you will get a guided tour of the compact yet dynamic Kittitas Valley Event Center and Fairgrounds. We hope to see you in Ellensburg. Thanks

Mickey Webb
WSFA Super School Co-Chair
WSFA Director and Manager Grant County Fair

Road Trip to the Kittitas Valley Event Center and Fair on Friday, March 24, 2017 for the WSFA Management Team Meeting. Enjoy an afternoon of important updates from WSFA and the Department of Ag. Be ready to share your favorite sponsorships and gate promotions. There will also be plenty of time to talk about interim events, rates, and challenges that face your facility. We hope you will take away new ideas and information.

Looking forward to seeing you in Ellensburg,

Erin Gurtel
WSFA Management Team Meeting Chair,
WSFA Director and Market & Sales Manager,
Spokane County Fair and Expo Center

Washington State Fairs Association Vision
“Leading Washington Fairs in successfully meeting the changes and challenges of the 21st Century.”
Saturday, March 25, 2017
Washington State Fairs
Association State-Wide
Super School Program

Armory Hall, Kittitas Valley Event Center,
Ellensburg, WA

8:30 AM Registration
9:00 AM Opening meeting
  • National Anthem
  • Welcome
  • Kittitas County Commissioner Welcome
  • Kittitas County Fair President Welcome
10:00 AM Panel
  1. What do the Fair Commissioners Look For and how to receive the Black and White. – Fair Commissioners Panel
11:00 AM Tour of the Kittitas Valley Event Center and Fairgrounds
12:00 PM Lunch Kittitas Valley Event Center – Armory Hall
1:15 PM Breakouts
  • Everyone is a marketer…your role in publicizing the Fair (community outreach)
  • In a rut in your department…how to remotivate yourself
  • Emergency Operations Planning
2:30 PM Breakouts
  • Decorating to Fit your Fair Theme:
  • What does your Fair Board expect from you and vice versa?
  • Volunteer Recruitment
4:00 PM Silent Auction Wrap-up and Closing

For those staying close, we are offering an optional 5:00 PM social time location TBD located in Ellensburg, Washington. Please let us know if you plan on attending.

Your Donation of Silent Auction Items is welcome. If you have questions, call the Washington State Fairs Association at 360-269-9971.

See you March 25th at the

Kittitas Valley Event Center
901 E. 7th Ave
Ellensburg, WA 98926

Additional Information for the Management Team and Super School Meetings

Ellensburg Hotels
These three are all I-90 Exit 109

• Best Western
  211 West Umptanum, Ellensburg, WA 98926
  509-925-4244
  No Special Rate

• Comfort Inn
  1722 Canyon Road, Ellensburg, WA 98926
  509-925-7037
  No Special Rate

• Holiday Inn Express
  1620 Canyon Road, Ellensburg, WA 98926
  509-962-9400
  Rate of $91.00 per night plus tax. $100.28 tax included
  Limited number of rooms reserved at this rate – reserve early
  Mention Fair Board Super School and the date to receive this rate.
  We have a block of rooms for Thursday, Friday and Saturday nights.

RV Spaces
Available at the Kittitas County Event Center (Fairgrounds)
$25.00 per night Electrical Only, Water not turned on yet
901 E 7th Avenue Ellensburg, WA 98926

Friday Night Dinner at Western Village
NEW THIS YEAR: Kittitas County Fair will be hosting a BBQ dinner with dessert and beverages on Friday, March 24th this activity goes along with the Management Team Meeting the day before. If you are in town early for Super School and want to join us for dinner, please feel free to join us the cost will be $25.00 per person. Please let us know you will be attending by filling out the Friday Night dinner sheet included in this packet. If you are going to the Management Team Meeting and have paid your registration fee this meal is included in that registration. Dinner will start at about 6:00 PM.
STATEWIDE FAIR MANAGEMENT TEAM MEETING
Friday, March 24, 2017 1:00 PM - 5:30 PM
Kittitas County Event Center - 901 E. 7th Avenue, Ellensburg, WA 98926
Questions: WSFA Office: 360-269-9971

Don’t Forget State – Wide Super School is Saturday, March 25 also at the Kittitas County Fairgrounds information on Super School and Lodging is included with this mailing.

REGISTRATION

Fair Name: ___________________________ Contact Person: ___________________________ Phone: ___________________________

Address: __________________________________________ City ___________________________ State _______________ Zip _______________

E-Mail Address: ________________________________________________________________________________

Attendees

1. _______________ email: _______________ 3. _______________ email: _______________

2. _______________ email: _______________ 4. _______________ email: _______________

TOTAL Enclosed: $___________

Cost: $50.00 per person. Dinner included in the cost of registration.

Mail registration to: Management Team Meeting Checks payable to: WSFA
Washington State Fairs Association (Washington State Fairs Association)
PO Box 914
Chehalis, WA 98532
Questions? – WSFA Office 360-269-9971 or Gale Sobolesky
wastfair@comcast.net

Remember to bring Silent Auction Items and/or Door Prizes
Please return registration form by Friday, March 17, 2017 ……..Thank you!
### STATE-WIDE SUPER SCHOOL
**REGISTRATION FORM**
Saturday, March 25, 2017  
8:30 AM – 3:00 PM  
Kittitas County Fairgrounds, Ellensburg, WA  
901 E. 7th Avenue, Ellensburg, WA 98926  
WSFA Office 360-269-9971

<table>
<thead>
<tr>
<th>Fair Name:</th>
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<tr>
<td>Contact Person:</td>
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**Names of Attendees:**

1. __________________________________ email________________________

2. __________________________________ email________________________

3. __________________________________ email________________________

4. __________________________________ email________________________

5. __________________________________ email________________________

List additional attendees on additional sheets (please make copies or additional sheets can be found on WSFA website)

**Cost:** $15.00 per attendee

Lunch and Beverages included in the cost of registration.

**~ Remember to bring silent auction item and/or door prizes ~**

Please return registration form by **Friday, March 17, 2017**  Thank you!

**NEW THIS YEAR:** Kittitas County Fair will be hosting a BBQ dinner with dessert and beverages on Friday, March 24th this activity goes along with the Management Team Meeting the day before. If you are in town early for Super School and want to join us for dinner, please feel free to join us the cost will be $25.00 per person. Please let us know you will be attending by filling out the Friday Night dinner sheet included in this packet. If you are going to the Management Team Meeting and have paid your registration fee this meal is included in that registration. Dinner will start at about 6:00 PM.

**Mail registration and payment to:**

Washington State Fairs Association  
Attn: State Wide - Super School Registration  
PO Box 914  
Chehalis, WA 98532  
360-269-9971

**Website:** [www.wastatefairs.com](http://www.wastatefairs.com)

Make checks payable to Washington State Fairs Association (WSFA)
Reservations for Friday March 24th Dinner 6:00 PM
For Super School Attendees

Yes, we want to attend the Friday, March 24th dinner at the Kittitas County Event Center
Western Village       901 E. 7th Avenue, Ellensburg, WA 98926

1.__________________________________  phone____________________________________
2.__________________________________  phone____________________________________
3.__________________________________  phone____________________________________
4.__________________________________  phone____________________________________
5.__________________________________  phone____________________________________
6.__________________________________  phone____________________________________
7.__________________________________  phone____________________________________

The cost is $25.00 per person for the meal.

If you are registering for the Management Team Meeting this meal is already included with that registration.

Total Attendees: __________    Total $ Included: ________________

Please mail or email back to the WSFA Office by Friday, March 17th.

Return to:
WSFA
PO Box 914
Chehalis, WA 98532
360-269-9971
wastfair@comcast.net
Hello Guys and Gals,

With Spring fast approaching, well someday! The board has been busy already trying to make this a great year.

Last year convention was one of the best we’ve had in a long time and it was from a lot of hard work from the board and Gale keeping us running right. At our meeting during convention we made Liz Gregory our second in command! Welcome aboard! I look forward to talking more with you about changes we could make to help all the Service Members.

This year we’ve already been talking about the trade show and ways to get them to come see us. We had a discussion of putting small carnival games in back and maybe spinning a wheel to get the door prizes. Games would of course give out small prizes as well. We’re also thinking some kind of raffle or game where they have to come to your booths to get whatever they need for the games. Maybe a few of us could go together and host cookies and coffee service for the trade show as well. It would be great to get some input from the Service Members.

Fair Boards and Managers I hope to see more of you turn out for Speed Dating. It’s the Service Members way of introducing themselves and telling you about themselves, so make a note to drop by and talk to us.

I hope to see many of you this summer. My prayers are with all of you and may the season be bright.

Always,

Penny Nelson
WSFA Service Member Director and Hazel’s Diner

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WSFA Convention Auctions
October 19 – 21, 2017 at the Hilton Vancouver, Vancouver, WA

As we go down the road to our 2017 WSFA convention of “Spirit & Pride, Country Wide” I would like some suggestions on our silent auction and our live auction. What would you like to see as auction items in each auction to make them even better??

I’d like to thank you all in advance for donation items for this year’s auctions. Also, I would like to thank you all for the support you provide, and have provided in the past years!!

We have put together wine baskets as one of our staples each year. What else would you like to see?

Some ideas that I have received are:

- Any type of individual or Fair donation
- Bed and Breakfast stay
- Fair entry and parking tickets
- Fair baskets
- Entertainment/Event tickets
- Dinners out
- Trips
- Future convention registration

How many items would you like to see in the live auction? I have been told 30 is a good number. What do you think? I would appreciate any and all feedback you wish to give.

Tom Muchoney, WSFA Auction Chair, WSFA Vice President and Evergreen State Fair Board
email tmuchoney@comcast.net
Phone or text 425-344-3657, Facebook

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Mark Your Calendar
2017 Washington State Fairs Association Convention
Hilton Vancouver, Vancouver, WA
October 19–21, 2017
For room reservations: Mention WSFA to Get the Convention Rate 360-993-4500 or 1-800-HILTONS Use WSFA Block Code S17

2018 WSFA Convention Dates
October 18–20, 2018

Management Team Meeting
Friday, March 24, 2017
Kittitas Valley Event Center Ellensburg, WA

State Wide Super School Meeting
Saturday, March 25, 2017
Kittitas Valley Event Center Ellensburg, WA

Website: www.wastatefairs.com
# 2017 Directors Assignments

## WESTSIDE

**John Morrison  Position 1**
- Camas-Washougal Community Fair*
- Clark County Fair
- Lewis County Youth Fair
- Mason County Fair
- Southwest Washington Fair
- Thurston County Fair
- Washington Junior Poultry Expo
- Washington State Fair
- Skamania County Fair

**Tom Muchoney  Position 2**
- Enumclaw Jr. Dairy Show
- Evergreen State Fair
- Whidbey Island Area Fair
- Northwest Washington Fair
- Puget Sound Junior Livestock Show
- San Juan County Fair
- Silvana Community Fair
- Skagit County Fair
- Stanwood ~ Camano Community Fair
- Whatcom County Youth Show

**Tom Gwin  Position 3**
- Castle Rock Fair
- Clallam County Fair
- Lacamas Community Fair
- Northwest Junior Livestock Show
- Pacific County Fair
- Pierce County Fair
- Puyallup Spring Fair
- Washington State 4-H Fair
- Washington State FFA Exhibition
- Washington State FFA Spring Fair

**Sue McIntire  Position 4**
- Cowlitz County Fair
- Grays Harbor County Fair
-Jefferson County Fair
-Kalama Community Fair
-King County Fair
-Kitsap County Fair
-Skamania County Fair
-Wahkiakum County Fair

## EASTSIDE

**Terry Atchison  Position 5**
- Asotin County Fair
- Chelan County Fair
- North Central Washington Junior Livestock Show
- Northwest Junior Sheep Exposition
- Northeast Washington Fair
- Walla Walla Fair & Frontier Days
- Waitsburg Junior Livestock Show

**Erin Gurtel  Position 6**
- Clayton Community Fair
- Ferry County Fair
- Garfield County Fair
- Hunters Community & 4-H Fair
- Palouse Empire Fair
- Pend Oreille County Fair
- Southeast Spokane County Fair
- St. John Community Fair
- Spokane Interstate Fair
- Spokane Junior Livestock Show
- Valley Community Fair

**Mickey Webb  Position 7**
- Benton Franklin Fair & Rodeo
- Central Washington State Fair
- Colton Unontown Fair
- Columbia County Fair
- Kittitas County Fair
- Klickitat County Fair
- Lincoln County Fair
- Wheat Land Communities Fair

**Roylene Crawford  Position 8**
- Adams County Fair
- Central Washington Junior Livestock Show
- Columbia Basin Junior Livestock Show
- Grant County Fair
- North Central Washington District Fair
- Okanogan County Fair
- West Valley Community Fair
- Yakima Valley Fair & Rodeo

*currently not holding a fair event*
Legislative Update (March 8, 2017)

The Washington State Legislature is busy preparing the next state budget. It will be in effect from July 1, 2017 – June 30, 2019.

The Fair Fund is in the operating budget. The Governor’s proposal included $4 million for the next 2 years. That is the same amount the Fund has received since 2002.

Health and safety grants would be in the capital budget. The Governor’s proposal did not include any funding for fair grants. There will not be a fair grant program for the next two years unless legislators add it into the capital budget.

Please ask your legislators to support the Fair Fund as it is in the Governor’s operating budget. Also, ask them to add funding for Health and Safety grants to the capital budget.

Legislators hear requests for many, many different projects. If you want a grant program, it is important that they hear from Fair supporters. Please reach out to volunteers, service groups, youth groups and others who support your fair. Ask them to contact all your legislators. (Each legislative district has two Representatives and one Senator. Some fairs cover several legislative districts.) You may reach them via email, letter, telephone, or the toll-free hotline.

To find your legislators, click here: http://app.leg.wa.gov/DistrictFinder/
To find their email addresses, click here: http://app.leg.wa.gov/MemberEmail/Default.aspx

You may also leave a message via telephone at: 1.800.562.6000.

The capital budget is very tight this year. An unprecedented number of school levies passed. The state must match a portion of what local voters approved. There is a limit on how much money the state can spend. Grants for fairs compete for funding with numerous types of construction projects the state supports. At $1 million, the fair grant program is tiny compared to most state spending projects.

Many fairgrounds have aging facilities. Grant funds are typically used for restroom improvements, ADA access, hand washing facilities, improved lighting in parking areas, roof repairs, etc. There is at least one Fairground in nearly every county in Washington State. If your fair has applied for or received a grant in the past, describe your project. Include photos if possible.

When communicating with legislators, please remember they have an incredibly difficult job to do. It is important to be polite, recognize the difficulty of developing a state budget, then point out that fairs help build strong kids, strong families and strong communities.

Please do not forward this message. Write your own message describing your fair. If you have any questions, please contact me:

Heather Hansen
Washington State Fairs Association
Cell: 360-480-5567
E-mail: heather@wafriends.org