



PROGRAM

Notes:

PROGRAM



FRIDAY:

4:00 - 7:00 PM	Registration	Hawthorne Foyer
3:00 - 11:00 PM	Trade Show Set-up	Hawthorne Exhibit Hall
7:30 - 11:00 PM	Hospitality	
	Dinner on your own	

SATURDAY:

7:45 AM	Registration	Hawthorne Foyer
	Trade Show (until 4:30 PM)	Hawthorne Exhibit Hall
	MA Contest judging (All day)	
8:00 - 8:45 AM	Breakfast with Entertainment Showcase	
	♦ The Russell Brooks Revue	Hawthorne Exhibit Hall
	♦ Jazz Blues & Two Tattoos	
8:45 - 9:00 AM	Welcome & Program Overview	
	MAFA Business Meeting, CT & RI announcements	Hawthorne Exhibit Hall
	♦ The National Anthem by Presley & Taylor	
9:00 - 9:15 AM	Entertainment Showcase	
	♦ Ball in the House	Hawthorne Exhibit Hall
9:15 - 10:00 AM	General Session	
	Master Storyteller With A Story To Tell	Hawthorne Exhibit Hall
	Chris Grant, Young Farmer and Author	
10:00 - 10:30 AM	Break - Visit the Trade Show, CT 50/50, MA Silent Auction & 50/50	Hawthorne Foyer
10:30 - 11:15 AM	Workshops / Roundtables	
A	Changing Mix of Media Mascola Group	Seminar Theatre I
B	Agritourism - Health and Safety Issues Dr. Valarie Koenig DVM, USDA	Seminar Theatre II
C	Attracting Competitive Exhibitors (Roundtable) Kim Terrill, Coordinator of Personal Skills Exhibits, Durham Fair	Sturbridge Room The Commons
11:15 - 12:45 PM	Lunch with speaker	
	Insights on Management, Sales, Marketing, Customer Service and Customer Loyalty	Hawthorne Exhibit Hall
	Dave Ratner, Retail Marketing Expert & Entrepreneur	
	Dave's Soda & Pet City	
12:45 - 1:00 PM	Entertainment Showcase	
	♦ 70's FM	Hawthorne Exhibit Hall
1:00 - 1:45 PM	General Session Speaker	
	Connecting the History and Science of Our Agricultural Past to the Present Day	Hawthorne Exhibit Hall
	Rita Graef, Curator, Pasto Agricultural Museum	
	The Pennsylvania State University	
1:45 - 2:00 PM	Entertainment Showcase	
	♦ Magic by George	Hawthorne Exhibit Hall
2:00 - 2:15 PM	Break - Visit the Trade Show, CT 50/50, MA Silent Auction & 50/50	Hawthorne Exhibit Hall

SATURDAY

2:15 - 3:00 PM

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Workshops / Roundtables

A	Customer Service Dave Ratner, Retail Marketing Expert & Entrepreneur Dave's Soda & Pet City	Seminar Theatre I
B	Security Sergeant Scott McDonald, Massachusetts State Police	Seminar Theatre II
C	Operating a Fair on a Low or No Budget (Roundtable) Lisa Lamoureux, Wallingford Grange Fair Logan Naples-Marut, Middlesex & New Haven County 4-H Fair	Sturbridge Room The Commons

3:00 - 3:15 PM

Break - Visit the Trade Show, CT 50/50, MA Silent Auction & 50/50

Hawthorne Exhibit Hall

3:15 - 4:00 PM

Workshops / Roundtables

A	Ag Museums Rita Graef, Curator, Pasto Agricultural Museum The Pennsylvania State University	Seminar Theatre I
B	Attracting Millenials Noreen Tassinari, Eastern States Exposition	Seminar Theatre II
C	Animal Pulling issues Fran Mason, Eastern States Exposition	Sturbridge Room The Commons

4:00 - 4:30 PM

Break - Visit the Trade Show, CT 50/50, MA Silent Auction & 50/50

5:00 PM

Reception & Walk-around Entertainers

Grand Ballroom

5:30 PM

Banquet & Awards

Grand Ballroom

MA Fair Awards
CT Fair Awards

After banquet
until 11 PM

Hospitality Room Open

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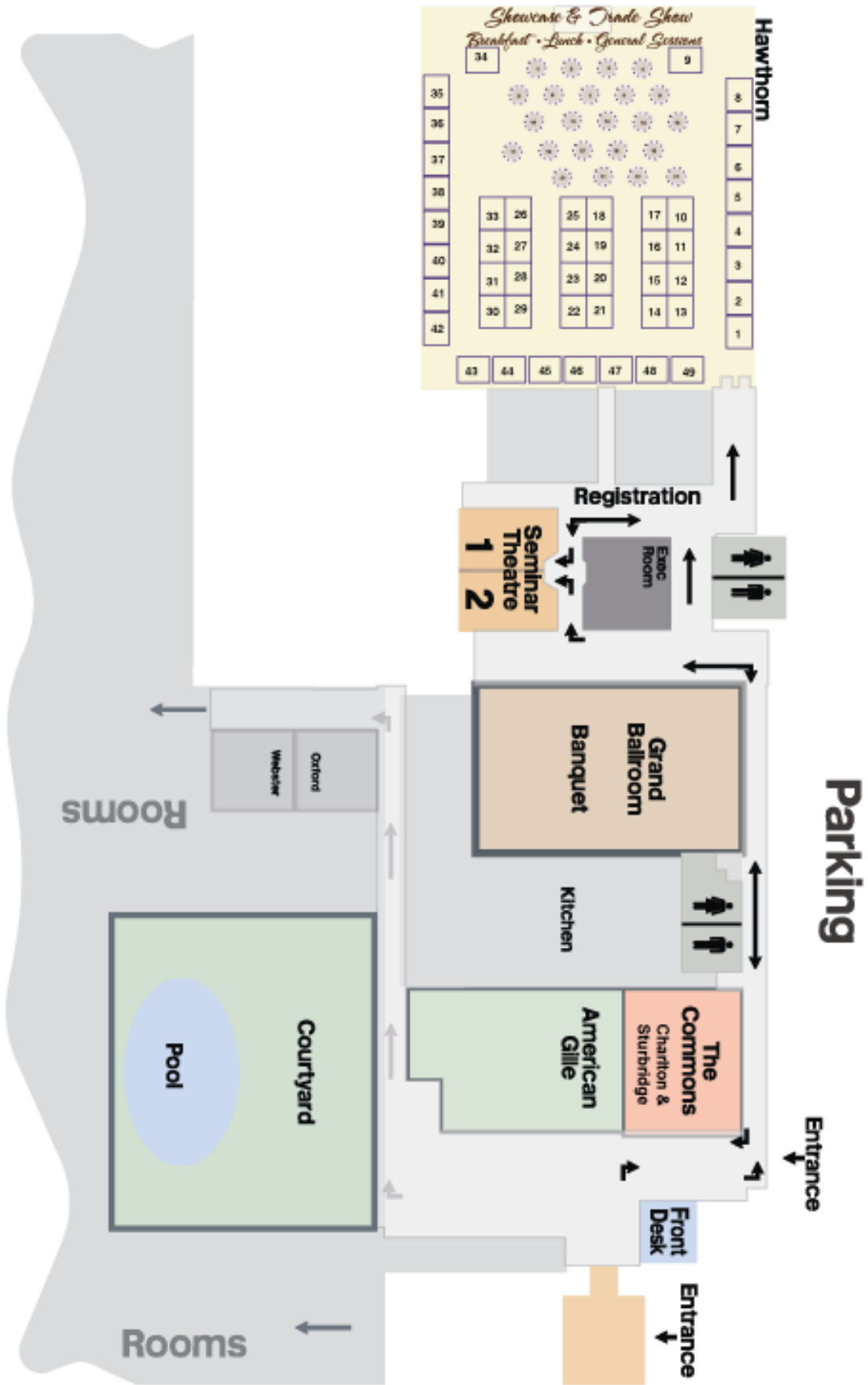
- ♦ Central ME Pyro
- ♦ Durham Fair
- ♦ Eagle Entertainment
- ♦ Eastern States Expo
- ♦ Fiesta Shows-Assoc.
- ♦ Magic of Lance Gifford
- ♦ Marshfield Fair
- ♦ Rockwell Amusement
- ♦ Skyfire Production
- ♦ Topsfield Fair
- ♦ Variety Attractions Inc.
- ♦ Washington County Fair
- ♦ Woodmansee Insurance, Inc.

SILVER Sponsors

- ♦ Brooklyn Fair
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- ♦ Spencer Fair
- ♦ Three County Fair

Bronze Sponsors

- ♦ Four Town Fair
- ♦ Sounds by Rich
- ♦ Wallingford Grange Fair
- ♦ Woodbooger Demo Derby



TRADE SHOW

- American Lawn Movers Assoc.
- Animal Alley
- Atlantic Music Production
- Axe Women Loggers of Maine
- Ball in the House
- Bike Stunt Show
- Bryson Lang - Comedy/Juggling
- Buddy the Clown
- Carousel Organ Music
- Central Maine Pryo
- Circle K Farm
- Donna Lee Entertainment
- Eagle Entertainment
- F&F Production Pig Racing
- Grand Illusions by the Blooms
- Indian River Promotions
- Jazz, Blues & Two Tattoos
- Just Tents
- Leaf Jumpers
- Magic by George
- Magic of Christopher
- Magic of Lance Gifford
- Mark Fanellis Traveling Amusement Park
- MDAR
- Nerdy Noah Show
- Northeast Event Rentals
- Page One Productions
- Pirate Man Dan
- R W Commerford & Sons Inc.
- Radio One
- Records & Burpee Childrens Zoo
- Robert Clarke
- Rosie's Racing Pigs
- Shootout Productions Inc.
- Skyfire Production
- Sounds by Rich
- Ticket to Ride
- Variety Attractions Inc.
- Woodbooger Demolition Derby
- Woodmansee Insurance Inc.

Chris Grant is a farmer, writer, speaker, and professional bingo player. From Essex Massachusetts, Chris graduated from Essex Agricultural & Technical High School in 2008 and went on to earn an Associates degree in fruit and vegetables crops at The Stockbridge School of Agriculture in 2010 and a Bachelors degree in Plant, Soil, & Insect Sciences from The University of Massachusetts Amherst in 2012.

Chris started Grant's Plants in 2006 as his FFA supervised agricultural



experience, and has since turned it into his full time career as Grant Family Farm in Essex, where they grow vegetables, cut flowers, eggs, and

poultry for farmers markets, restaurants, and food cooperatives across the North Shore. In 2013 Chris released his first book *Fears of a Wantrepreneur*, chronicling his experiences as a young entrepreneur, fear, and how to overcome all the obstacles that life throws at you with a little sense of humor. Chris is a member of the Topsfield Fair Poultry Committee, Essex County Farm Bureau board of directors, Massachusetts Young Farmers & Ranchers Committee,

Chris Grant cont'd
Stockbridge School of Agriculture
Board, chairman of Sustainable
Horticulture advisory board at Essex
Technical High School and a big
brother in the Big Brothers Big
Sisters Program.
When Chris is not at a farmers
market, on his farm, speaking, or
attending meetings wearing his
trademark chicken ties, you can find

him being a normal 27 year old
hiking, traveling, or working on his
next book.
Chris Grant Speaking Intro
Today's speaker is a little different
than the ones we have had in the
past.
He started his business at the age of
16, published a book at 23, today
he's a 27 year old chicken farmer

who still uses his moms Netflix
account.
If you missed him on Good Morning
America or the Today Show, it's
probably because he's never been
invited to be on them.
He is best known for singing in the
cab of a tractor, talking to strangers
at the grocery store about country of
origin labeling, and being able to
reach the top shelf.



Rita Graef, Curator, Pasto
Agricultural Museum, The
Pennsylvania State University

Rita Graef serves as curator for the
Penn State Pasto Agricultural
Museum's extensive collection of
tools and artifacts used in farming
and rural life from a time before gas
engines and electricity. Her
responsibilities include collections
and exhibits, managing volunteer
and donor relationships, overseeing
facilities and operations, planning
and implementing programming,
marketing and fundraising
initiatives. The Pasto Agricultural

Museum is part of the College of
Agricultural Sciences. Each August,
Ag Progress Days brings Penn State
research and extension education,
as well as new tools and equipment,
practices and ideas, to the mid-
Atlantic region's farmers.

<http://agsci.psu.edu/pasto>

Dave Ratner, Retail

Marketing Expert & Entrepreneur,
Dave's Soda & Pet City
Dave is a smart business owner and
a genius marketer who is fighting
big box corporations on their turf
and winning the war. According to
BJ Bueno, Dave is one of few "one-
man cult brands." His demeanor is
disarming leaving one defenseless
as soon as he says "hello."
Despite his humble retail beginning
over 27 years ago in an abandoned
3-bay gas station, Dave Ratner has
managed to build a powerful brand
for his 4-store chain. He sits on the
Board of Directors of the Retail
Advertising & Marketing Association
along side the VPs of Marketing for
Home Depot, Walgreens, and
Target and is also a member of the
Young Presidents' Organization.



stated via a local ABC affiliate. In fact,
Dave is the inventor of Doodisolve,
a product found in pet stores across
the country that helps bird owners
clean up after their feathered
friends!
Dave's success has attracted interest
from publications that quote him
regularly- The Wall Street Journal,

Dave
hosts a
weekly
television
show
sharing
his
knowled
ge of the
care of
in home
pets that
is
broadca

Associated Press, and CBS Radio
along with many other periodicals
distributed across the Nation.
Dave hosts a weekly talk radio show,
"Minding Your Business with Dave,
The Wiz of Biz," where he shares his
business experience with listeners in
the greater Springfield, MA area.
Witnessing Dave Ratner Unleashed
is time well spent! His humorous
delivery of what works, what doesn't
and why is simply inspirational –
business people across the country
leave Dave's seminars equipped
with the knowledge, energy, and
enthusiasm they need to ensure and
maintain their success.
Groups of sales people, marketers,
and customer service representatives
use Dave's ideas to improve
customer relationships, which in turn
grows their businesses.
<http://www.daveratner.com/>



MAFA.org



CTAgFairs.org

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