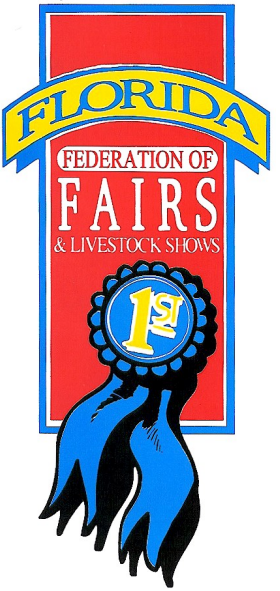

MISSION STATEMENT

Increase the overall quality of Florida's Agricultural Fairs, provide the members the support and guidance needed to enlighten our youth and educate the fairgoers on agriculture, trade, entertainment and heritage of Florida.

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Federation of State and Provincial
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(OABA)

National Independent Concessionaires
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12802 Balm Boyette Road—Riverview, FL 33579
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Friday Night Showcase Extravaganza ..... **Wade Shows**

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..... **Florida Dairy Farmers**

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Opening Session Keynote Speaker ..... **Populous**

Educational Workshop Sessions
..... **Haas & Wilkerson Insurance**

Notebooks ..... **Belle City Amusements**

The Great Cash Give Away ..... **See Tickets**

Friday Luncheon ..... **Miami Dade County Fair & Expo**

Saturday Luncheon
..... **Netterfield's Popcorn & Lemonade, Inc.**

Tote Bags ..... **Kaliff Insurance**
..... **Strates Shows**

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IAFE Zone 2 Welcome Reception
..... **Etix**

IAFE Scholarship ..... **North American Midway**

YPI Grant Program ..... **Jeffrey Allen, Inc.**

Incoming President/Hall of Fame/
Associate of the Year Reception
..... **Strates Shows**

Hospitality Suite ..... **The Dennis Lee Show**

Refreshment Breaks ..... **Florida State Fair**
..... **Florida Strawberry Festival**
Refreshment Break Co-sponsors ..... **Martin County Fair**
..... **TSI Adjusters**

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Round Table Sessions
..... **Capitol International Productions**
..... **George's Fun Foods**
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A SPECIAL THANKS TO OUR SPONSORS

Continued

Name Badges ..... **K & K Insurance**

Coffee Breaks in the Workshop Area

..... **Allied Specialty Insurance Inc.**

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..... **North Florida Fair**

..... **St. Lucie County Fair**

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..... **CCS—Construction Contractor Services**

Silent Auction ..... **Central Florida Fair**

Coffee at Opening Session ..... **Associate Members**

"Can We Help You" Table .....

..... **Special Event Engineering**

What A Great Idea Display ..... **Duttera Sound**

Trade Show

..... **Allied Specialty Insurance**

..... **Eugene Nock the POP Culture**

..... **Florida State Fair**

..... **The One Man Band**

..... **Triangle Talent**

Directory Photo Contest ..... **Bianco's Foods**

Year In Review ..... **Southwest FL and Lee County Fair**

Convention Fair & YPI Scholarships .....

..... **Collier County Fair**

..... **Hillsborough County Fair**

Trade Show Door Prizes

..... **Allied Specialty Insurance**

..... **Firefighter Show**

..... **Hardee County Fair**

..... **KVLS and Osceola County Fair**

..... **Lafayette Tent & Awning**

..... **Northeast Florida Fair**

A SPECIAL THANKS TO OUR SPONSORS

Continued

Trade Show Door Prizes continued

O'Brien's Food Enterprises
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Doug King—King Enterprises, Inc.
Lake County Fair
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North American Midway Entertainment
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Sarasota County Fair
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UMS Banking
Volusia County Fair
Dan and Tracy West

A SPECIAL THANKS
TO ALL OUR CONVENTION
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A SPECIAL THANKS TO OUR IN-KIND SPONSORS

E.G. STAATS
Podium Sign and Pins for Board & Exhibitors

FAIR PUBLISHING HOUSE
for providing the plaques for the Ag Awards Contest

FLORIDA STATE FAIR
Tech support for the Convention

INDIANA TICKET COMPANY
for providing event tickets

REGALIA MANUFACTURING COMPANY
for providing the ribbons for the name badges

ROBERT SMITH PRESENTS
Yeti Gift for Gala Give-Away in gratitude for Federation's support of Kevin Ridgeway and Kristen Johnson

ROSS CONCESSIONS
Diamond Earrings for Gala Give-Away

SAFFIRE EVENTS
for providing Federation website and hosting

SAFFIRE EVENTS
for providing the ticketing system for the Convention

SHAWNEE SERVICES, INC.
for providing the LED screens & production

SOUTH FLORIDA FAIR
for providing signs and banners

ST. LUCIE COUNTY FAIR
Tech support for the Convention

TECH- TRONICS PRODUCTIONS
for providing the sound & lighting

Special Thanks to
JEFF SHREAVES
with the Florida State Fair
And
Joe Jones
with the St. Lucie County Fair
for their assistance with all the convention technology needs.

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Pensacola Interstate Fair
Populous
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Triangle Talent
Tytix

OFFICERS AND DIRECTORS

Felecia Frenkel Chivington .....President
Pensacola Interstate Fair

Dawn Rowe ..... 1st Vice President
KVLS & Osceola County Fair

Paul Davis..... 2nd Vice President
Florida Strawberry Festival

Bill Olson, CFE .....Secretary/Treasurer
Greater Jacksonville Ag Fair

Tom Umiker, CFE..... Immediate Past President
Greater Hillsborough County Fair

Terry Atchley .....Director
Hardee County Fair

Rita DeMier.....Director
South Florida Fair

Shawn Krauel.....Director
Central Florida Fair

Albert Montes .....Director
Miami-Dade County Fair & Expo

Leah Norris, CFE.....Director
Lake County Fair

Hal Porter.....Director
Citrus County Fair

Jim Ward .....Director
Pasco County Fair

Rhonda Ward .....Director
Collier County Fair

Paul Laughter..... Associate Director
Etix

Kathy Ross..... Associate Director
Ross Concessions

Danny Raulerson.....Honorary Director
Florida Department of Agriculture and Consumer Service

Lisa Hinton, CFE.....Executive Director
Florida Federation of Fairs

HALL OF FAME

1988	Louie Seay*	Marianna
1989	Walter B. Arnold, Jr *	Miami
1990	Jack Levins*	Tallahassee
1991	H.H. Pete Parrish, Sr*	Orlando
1992	Joseph C. Cooper, Sr.*	Panama City
1993	Betty H. Dittman*	Daytona Beach
1994	E. Darwin Fuchs	Miami
1995	C.H. "Bull" Rigdon, Jr*	Ft. Walton Beach
1996	Horace M. Carr, Sr.*	Panama City
1997	Jean Grant *	Inverness
1998	Patsy Brooks	Plant City
1999	Brantley "Buck" Christian	West Palm Beach
2000	Gary Roegner	Jacksonville
2001	Mozelle Williams	Brandon
2002	Don E. Frenkel	Pensacola
2003	Richard J. Vymlatil	Tampa
2004	Ronald S. Beckey	Tallahassee
2005	David Viers	Deland
2006	Richard McClain	Sebring
2007	Jack Griffith	Miami
2008	Martha Leverock	Jacksonville
2009	C.E. "Happy" Norris	Eustis
2010	Lisa Hinton	Riverview
2011	Vicki Chouris	West Palm Beach
2012	Ellany Johnson	Plant City
2013	Alta Mosley	Ft. Myers
2014	Doris Graska	Inverness
2015	Jeanne Keaton	Ft. Pierce
2016	Clark Converse	Dade City

*deceased

ASSOCIATES OF THE YEAR

2004	Eva Morris	Haas Wilkerson Insurance
2005	O'Brien Family	O'Brien's Food Enterprises
2006	Jef & Jill Eaton	Kandu Magic Show
2007	Vicki Oler Senecal	Oler Productions
2008	Dennis Lee	The Dennis Lee Show
2009	James LaFratta	Perfection Confections Inc.
2010	The Panaceks	Belle City Amusements
2011	John Duttera	Duttera Sound Service
2012	Mark Sparks	Triangle Talent
2013	David Musselman	Capitol International Productions
2014	Bobby McLamb	Artists and Attractions
2015	Doug King	King Enterprises, Inc.
2016	Randy & Sharon Ross	Robinson's Racing Pigs

PAST PRESIDENTS

1950	Lloyd Rhoden	Chairman
1951	Crawford T. Bickford	Central Florida Fair
1952-4	Karl Lehman	Lake County Fair
1955-6	H.O. Stratton	Northeast Florida Fair
1957-8	Thomas P. Chaires	Manatee County Fair
1959-60	Lee Maxwell	Volusia County Fair
1961-2	Lamar Allen	South Florida Fair
1963-4	Louie W. Seay	Jackson County Fair
1965-8	H.H. Parrish, Sr.	Central Florida Fair
1969	Charles R. Smith	Hernando County Fair
1970	Ruth Ferrara	North Florida Fair
1971	Roy A. Cunningham	Manatee County Fair
1972-3	Walter Arnold	Miami-Dade County Fair & Expo
1974	W.C. Ochs	South Florida Fair
1975	S.D. Hendricks	Bay County Fair
1976-7	W.C. Ochs	South Florida Fair
1978-9	Darwin Fuchs	Miami-Dade County Fair & Expo
1980-1	Elmer C. Taylor	Sarasota County Fair
1982	Horace Carr	Bay County Fair
1983	John E. Frenkel, Jr.	Pensacola Interstate Fair
1984	T. Wilson Sparks	Florida State Fair
1985	Keith Hessey	Broward County Fair
1986	Jean Grant	Citrus County Fair
1987	C.H. “Bull” Rigdon, Jr.	NW FL Fair
1988	Gary Roegner	Gr Jacksonville Ag Fair
1989	Brantley “Buck” Christian	South FL Fair
1990	Ken Cassels	Florida Strawberry Festival
1991	George Frazer	Collier County Fair
1992	Herschel Parrish, Jr.	Central Florida Fair
1993	Don Frenkel	Pensacola Interstate Fair
1994	Betty Dittman	Lake County Fair
1995	Ron Beckey	North Florida Fair
1996	Patsy Brooks	Florida Strawberry Festival
1997	Jack Griffith	Miami-Dade County Fair
1998	Martha Leverock	Gr Jacksonville Ag Fair
1999	Rick Vymlatil	Florida State Fair
2000	David Viers	Volusia County Fair
2001	C.H. “Bull” Rigdon, Jr.	NW FL Fair
2002	Jim Overton	Martin County Fair
2003	Richard McClain	Highlands County Fair
2004	C.E. “Happy” Norris	Lake County Fair
2005	Clark Converse	Pasco County Fair
2006	Lisa Hinton	Florida State Fair
2007	Vicki Chouris	South Florida Fair
2008	Alta Mosley	Southwest FL Fair
2009	Doris Graska	Citrus County Fair
2010	Artie McIntyre	Southwest FL Fair
2011	Jeanne Keaton	St. Lucie County Fair
2012	C.E. “Happy” Norris	Lake County Fair
2013	Dan West	Manatee County Fair
2014	Gayle Hart	Greater Jacksonville Ag Fair
2015	Rick Vymlatil	South Florida Fair
2016	Tom Umiker	Greater Hillsborough County Fair

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Andrew Vandepopulier: andrewv@hwins.com

Carol Porter, CPCU: carol.porter@hwins.com

Florida Federation of Fairs and Livestock Shows, Inc. and IAFE Zone 2 Meeting

66th Annual Meeting Program
May 18–20, 2017
The Hilton Buena Vista Palace
Orlando, FL

WEDNESDAY, MAY 17

11:00 **Giles Ellis Memorial Golf Tournament**
Registration.....11:00
Lunch & Putting Contest.....11:30
Shotgun Start 1:00
Dinner and Awards 5:30
Disney Magnolia Golf Course
Shawn Krauel, Golf Chairman
Central Florida Fair

7:30-9:30 **Splitsville Mix & Mingle (open to everyone)**
1494 E Buena Vista Drive
Sponsored by: .....YPI Committee

8:00-11:00 **Hospitality Suite Open .....Room 322**
Sponsored by: .....**The Dennis Lee Show**

THURSDAY, MAY 18

8:30-12:30 **Trade Show Set Up (Vendors only)** .....
.....Palm Event Center

8:30-10:00 **COMMITTEE MEETINGS**

8:30 am **Ag Committee** ..... Tangerine 2

8:30 am **Nominating Committee Meeting**..... Tangerine 3

8:30 am **Welcoming Committee** .....Citron Registration

9:00 am **YPI Committee** .....Seville

9:00-4:00 **Registration Open**..... Citron Registration
8:00-9:00

10:00 **Board Meeting** ..... Sunburst 1 & 2

Thursday continued on page 12...

Thursday continued from page 11..

12:30 pm **Trade Show Exhibitor Meeting .....**
..... Palm Event Center

1:00-5:00 **Trade Show Open** ..... Palm Event Center
.....*Jim Ward, Trade Show Chairman*
Sponsored by ..... **Allied Specialty Insurance**
..... **Eugene Nock The POP Culture**
..... **Florida State Fair**
.....**The One Man Band**
..... Triangle Talent

Badge Required

1:00-5:00 **Silent Auction Open**..... Palm Event Center
.....*Lisa Dudding, Auction Chairman*

2:00-5:00 **Welcoming Committee in Lobby**
Rhonda Ward, Welcoming Committee Chair

1:00-5:00 **Active Shooter Workshop.....KVLS**
..... & Osceola County Fairgrounds

Moderator: *Jeff Ross, Ross Concessions*

Presenters: *CPU – Matt Breen and Alex Ferrer*

This hands-on workshop is based on "Flee—Hide—Fight" and will cover tactical awareness; formulating a plan; cover versus concealment; weapon identification; and weapon operational aspects.

Thursday continued on page 14...

Allied Ad Goes Here

Thursday continued from page 12...

1:00-5:00 **Crowd Management Training Program .....**
..... Sago 1 & 2

Moderator: *Chuck Akers, Event Manager's LLC*
Presenter: *Bart Wright, Event Manager's LLC*

PLEASE NOTE: There is a $50 fee for each participant in this class. Pre-registration is required. The Florida Fire Prevention Code requires that all places of assembly are required to have at least 1 crowd manager and additional crowd managers for every 250 participants within their facility. We are recommending that every Fair have attendees at this training workshop.

Thursday continued on page 16...

2017 SHOWCASES

THURSDAY -- PRESIDENT'S PARTY

Christian Tucker..... *Represented by*
.....*Creative Community Promotions*
.....*Introduced by Paul Davis, FL Strawberry Festival*
Sugarland Tribute..... *Self Represented– Kim Betts Entertainment*
..... *Introduced by Jim Ward, Pasco County Fair*

FRIDAY LUNCH IN THE TRADE SHOW

Washboard Willy..... *Self Represented*
..... *.Introduced by Hal Porter, Citrus County Fair*

FRIDAY NIGHT SHOWCASES

Emcee …..**Greg Thompson —** *Entertainer/Producer -*
.....*The Vagabond Troupe*

Kazual..... *Represented by Parlay Music*
Cale Moon ..... *Self Represented*
Elvis.....*Self Represented*
Steve Brogan..... *Represented by Triangle Talent*
Dweebs.....*Represented by Evergreen Music*
Maggie Baugh..... *.Represented by*
.....*Capitol International Productions*
The Helsmen..... *Self Represented*
The Jake Castro Band..... *Represented by Southern Star Productions*

VIDEO SHOWCASES

Tricky Dog Show .....
..... *Represented by Capitol International Productions*
Kids Pedal Tractor Pull.....
..... *Represented by Fusion Talent Group*
Sudsy's Barn ..... *Represented by Fusion Talent Group*
Canine Stars ..... *Represented by Fusion Talent Group*
Moto Maniacs ..... *Self Represented*

SATURDAY LUNCHEON

Twinkle Time ..... *Represented by Harmony Artists*
..... *Introduced by Dawn Rowe, KVLS & Osceola County Fair*
Sylvia Fletcher ..... *Represented by Oler Productions*
..... *Introduced by Fran Crone, Southwest Florida & Lee County Fair*

SATURDAY GALA

Labamba Tribute..... *Represented by*
.....*Creative Community Promotions*
..... *.Introduced by Rhonda Ward, Collier County Fair*

Thursday continued from page 14...

2:00-4:00 EDUCATIONAL WORKSHOPS
Sponsored by ..... Haas & Wilkerson

Sponsorships 2 .....Sunburst 1 & 2
Moderator: *Kern Houff, Rockingham County Fair*
Presenter: *Jennifer Puente, CFE, Wisconsin State Fair*

Sponsorship 2 is a review, at an above average level, of how to make sponsorships & sales happen. Explore sponsorship valuation basics, the "sales process" and the strategy behind it and how organizations are not only selling sponsorships, but are selling Fairs.

THIS IS AN IAFE INSTITUTE MANAGEMENT COURSE BUT IS OPEN TO ALL ATTENDEES - Sponsorship 2 is a for-credit, required course for anyone enrolled in the IAFE's Institute of Fair Management, but is designed for ALL attendees.

Know 'em; Manage 'em; Choose 'em..... Meyer 1
Moderator: *Dawn Rowe, KVLS & Osceola County Fair*
Presenter: *Candy Whirley, SBG Services, LLC*

How to manage your emotions when someone "pushes" your buttons!

Light-Hearted—Just The Facts CPR & AED Class .....
..... Meyer 2
Moderator: *Karen Brown, Clay County Fair*
Presenter: *Jeff Shreaves, Florida State Fair*

This fast moving workshop will show you the basics of CPR and how to use an AED - something everyone in the Fair industry should know.

Thursday continued on page 17.....

Grounds Acts & Attractions
National Concert Booking & Production
Event Management & Consultation
Triangle Talent, Inc.
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A Licensed Florida Talent Agency
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dsnowden@triangletalent.com
msparks@triangletalent.com

Thursday continued from Page 16...

2:00-4:00 EDUCATIONAL WORKSHOPS *continued*

Board Governance.....Sago 3 & 4
Moderator: *Leah Norris, CFE, Lake County Fair*
Presenter: *Rey O'Day, Wings of Fame Productions*

Volunteer boards are made up of members with many individual voices; the challenge is to learn how to speak as one group with one voice. Often times the root of Board dysfunction is the lack of effective delegation and trust. Learn how to embrace the Board's purpose, focus on the vital few issues rather than many trivial concerns, delegate effectively, and create a relationship of trust with the Manager and staff that is based on mutual accountability.

2:00-4:00 **One On One Attorney Appointments with Foster & Fuchs, PA**.....Tangerine 3 **(Pre-registration required)**

2:45-3:00 ***Coffee Station in Workshop Area***
Sponsored by: **.....Hartford**

3:30-4:00 **Refreshments in the Trade Show .....**
.....Palm Event Center
Sponsored by: **..... Florida State Fair**

4:40 **DOOR PRIZE DRAWING.....**
.....Palm Event Center stage
.....Leah Norris, CFE, Door Prize Chairman

4:45 **Trade Show Scavenger Hunt Drawing**
Sponsored by: **..... Etix**

Thursday continued on page 20... ....

Dr's & Talent Buyers Recommend

The Dennis Lee Band Stage Show

"A Show that's Good for the Heart!"

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- Promotes laughter
- Lots of clapping aerobics
- Family entertainment releases endorphins

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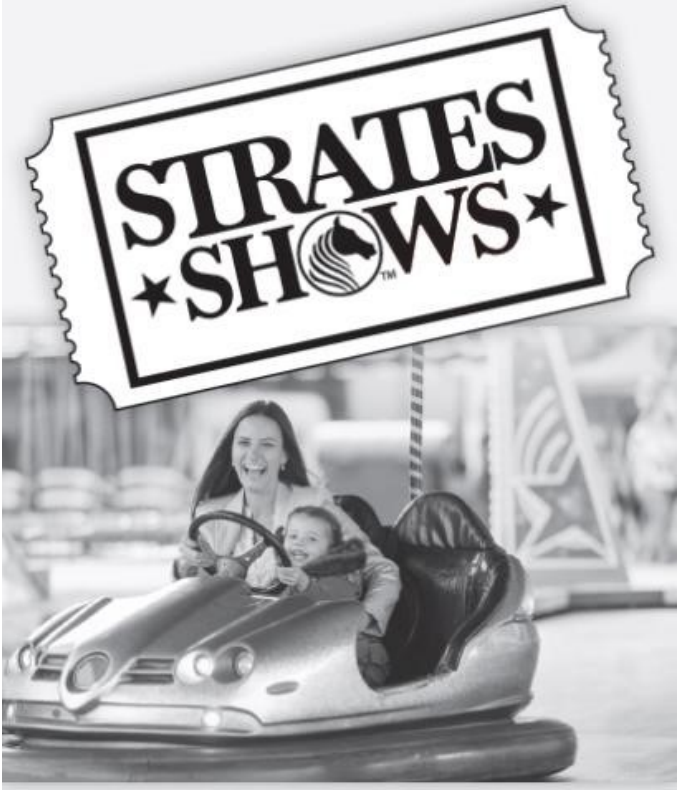

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YOUR TICKET TO FUN!

Thursday continued from page 17..

5:15-5:45 WELCOME ZONE 2 RECEPTION
Hospitality Suite—Room 322
Sponsored by: ..... **Etix**

DINNER ON YOUR OWN

9:00-12:00 PRESIDENT'S PARTY AND AUCTION
Theresa Agricola .....President's Party Chairman
Help us celebrate this year's Federation President **Felecia Chivington as "My Fair Lady"** and all the **Past Federation Presidents**
.....Citron Ballroom North
Sponsored by: ..... Reithoffer Show
.....Florida Dairy Farmers

Live Auction
Lisa Dudding, Auction Committee Chairman

Showcases .....Citron Ballroom North
9:30 **Christian Tucker.....** *Represented by*
..... Creative Community Promotions
..... Introduced by Paul Davis
..... Florida Strawberry Festival
10:00 **Sugarland Tribute** ..... *Self Represented by*
.....Kim Betts Entertainment

FRIDAY, MAY 13

Introduced by ..... Jim Ward, Pasco County Fair

8:30-12/1:30-5 Registration Open .....Citron Registration

8:30-9:00 SPEED ROUND TABLE SESSION 1
Citron Ballroom Center
Timer/Announcer—Mary Heirs, Citrus County Fair
(Don't worry about missing a topic! All round table topics from this Session will be repeated during Session #2)

Sponsored by .....**Capitol International Productions**
.....**George's Fun Foods**
North American Midway Entertainment

Brainstorming New Competitive Exhibit Ideas
Ismael Ramos, CFE, Miami Dade County Fair and Expo

Training The Voice of Your First Impression (Your Receptionist)
Miranda Muir, Osceola County Fair

Friday Speed Round Table Sessions continued on page 22...

Florida's Dairy Farmers Are Proud of Their

FARMS AND WAY OF LIFE

The Sunshine State is home to more than 130 farms, stretching from the Panhandle to South Florida. With around 125,000 cows producing more than 300 million gallons of milk each year, Florida ranks 19th in production nationwide.

Dairy is a key component of the state's agricultural industry, and is second only to tourism in Florida's economy. That's a lot to *moo* about.

Almost all of the farms are family owned and operated by second-and third-generations of dairy producers. In many cases, the men and women who today run the farm grew up there, learning the business from their moms and dads. In turn, they are teaching their sons and daughters what it takes to be a dairy farmer. Love of the land. Love of the cows. Love of the life.

FLORIDA DAIRY FARMERS

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Friday continued from page 20….

8:30-9:00 SPEED ROUND TABLE SESSION #1 *continued*

Cookies and Milk Fundraiser
Terry Atchley, Hardee County Fair

Open Discussion On Commercial Exhibits (manning exhibits, early departure, etc.)
Hal Porter, Citrus County Fair

Use of Metal Detectors/Bag Searches
Tim Lovette, Florida Strawberry Festival

How To Make An Independent Midway Work (from layout, joints, etc.)
Jim Ward, Pasco County Fair

Demolition Derbys—Will They Work For Your Fair
Wayne Howard, Firefighters Indian River Fair

Online Marketing—How & Where Do We Start?
Jodi Buresh, Saffire

8:30-9:30 EDUCATIONAL WORKSHOPS
Sponsored by .....**Haas & Wilkerson Insurance**

U. S. Department of Homeland Security (DHS) - Hometown Security ..... Meyer 1
Moderator: *Paul Davis, FL Strawberry Festival*
Presenter: *Marty Smith, Dept. Of Homeland Security*

DHS closely monitors attacks on public gatherings and public places to constantly enhance the Nation's security. During both steady state and times of heightened awareness, DHS engages closely with our private sector and community partners to provide expert counsel and recommendations about protective measures they can implement to protect facilities and venues. During this session, you will learn about the free DHS tools and resources which will help communities keep the public safe and secure. ***Friday workshops continued on page 24…..***

TSi ADJUSTERS, INC.
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Looking forward to doing it again in 2018!

#soflafair, #southfloridafair, #memories, #fun, #fair2018

#farmlife, #family, #fairfun, #ag, #showlife, #farmlife

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Friday continued from page 22...

8:30-9:30 EDUCATIONAL WORKSHOPS *continued*

The Critical Role Fairs Have In Communicating Ag's True Story ..... Sago 1
Moderator: *Jessica Jacobson, St. Lucie County Fair*
Presenter: *Kelley Mosley, Amazing Grace Crop Maze*

Fairs are one of the final links the general public has to agriculture and our speaker will share her perspectives on how Fairs can communicate agriculture's true story.

Creating Completely Satisfied Guests - Part 1..... Sago 2
Moderator: *Rita DeMier, South Florida Fair*
Presenter: *Rey O'Day, Wings of Fame Productions*

The Goal is Completely Satisfied Guests: Learn how developing the philosophy "we can't do enough for our guests" creates positive event and venue experiences and ensures that organizational programming, marketing, and financial goals are successfully met.

Friday continued on page 26...

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SaffireTix combines three points of sale into one handy system, all with amazing reporting: Online sales with print-at-home tickets, Advance hard ticket sales and Gate sales! SaffireTix completely integrates with your responsive Saffire website!

"We had an amazing run this year at the South Florida Fair! We broke attendance records, our revenue was up significantly, and I'm sure our NEW website contributed to those wonderful results. We know we made the right decision when we decided to hire Saffire to design and develop our new site, and the results reaffirm that decision! Your attention to detail and the fast response to each and every one of our requests have been outstanding as well...and still are! Thank you so much!"

- Rita De Mier | *South Florida Fair*

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Friday continued from page 24...

8:30-9:30 EDUCATIONAL WORKSHOPS *continued*

Grant Writing from A to Z.....Sago 3
Moderator: *Nicole Jones, St. Lucie County Fair*
Presenter: *Janet Gillard, Hardee County Fair*

Writing Grants always seems intimidating, but Janet will help walk you through the process of finding available grants and writing them to take the "fear" out of the process.

Take Care! How To Track Your Economic Impact and Your Local Relevance .....Sunburst 1 & 2
Moderator: *Terry Atchley, Hardee County Fair*
Presenter: *Jeremy Parsons, CFE, Clay County Fair, Iowa*

Does your community know how important the Fair is and why it needs caretakers? We all wear many different hats and hold many different titles at our Fairs - from unlocking the gates in the morning to shutting the lights off at night. But despite the varied titles, hats, duties, and responsibilities, we all have the same job at our respective Fairs - we are caretakers. This workshop provides the tools to "Take Care" of your Fair, specifically how to track your economic impact and your local relevance.

Making the Most of Your Volunteers.....Sago 4
Moderator: *Linda Syfrett, Okeechobee County Fair*
Presenter: *Sue Sullivan, Montgomery County Ag Fair*

From someone who is a success at utilizing volunteers, come hear the tips and tricks to making your volunteer program a success.

Friday continued on page 29....

HILLSBOROUGH COUNTY FAIR

Oct. 19-22 and 26-29, 2017
dark Monday, Tuesday, Wednesday

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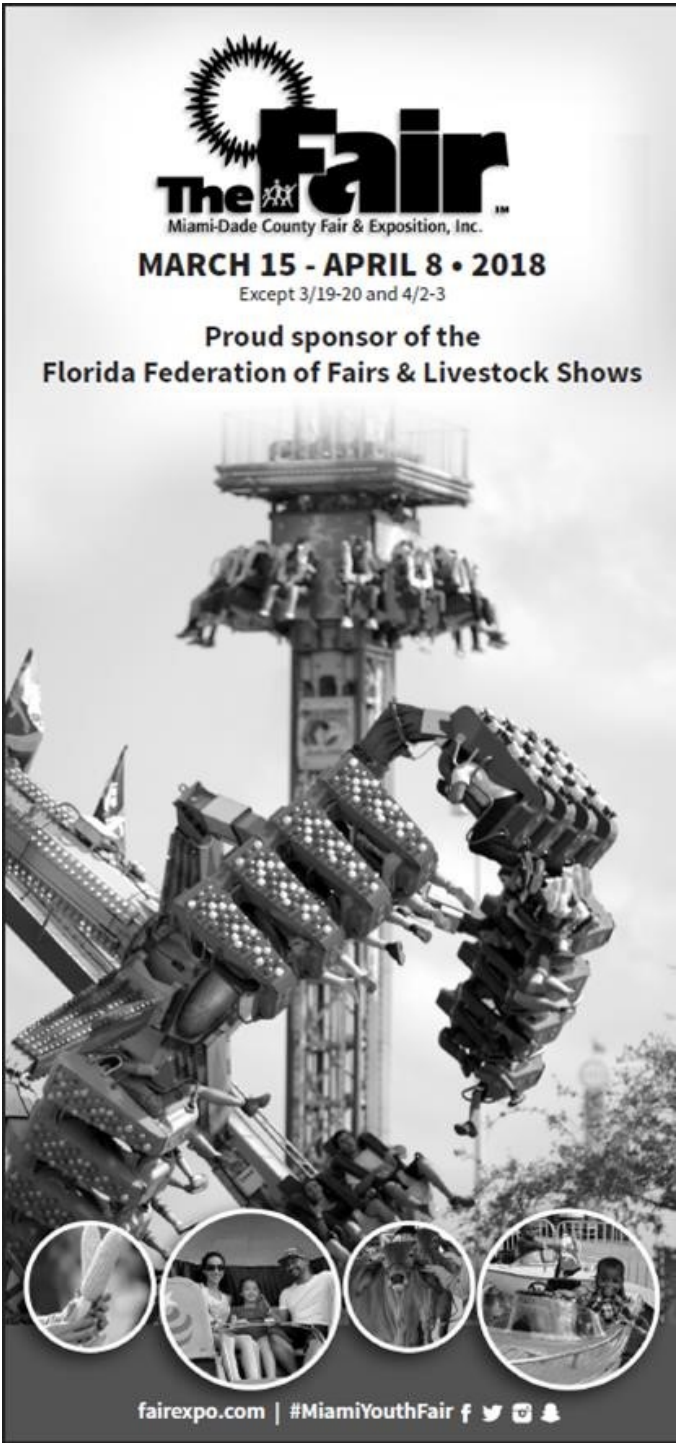
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Friday continued from page 26…..

8:30-9:30 **One On One Attorney Appointments with Foster & Fuchs, PA**..... Tangerine 3
(Pre-registration required)

9:00-9:30 **SPEED ROUND TABLE SESSION 2**
Citron Ballroom Center

Timer/Announcer—Mary Heirs, Citrus County Fair
(See list of Speed Round Table Session #1 from page 20 & 22)

9:30-9:45 *Coffee Break in Workshop Area*.....
..... Meyers Foyer
Sponsored by: .....**Manatee County Fair**

Friday continued on page 31…

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Friday continued from page 29….

9:45-10:15 SPEED ROUND TABLE SESSION 3
Citron Ballroom Center

Timer/Announcer—Amanda Dennis,
Western Carolina State Fair

(Don't worry about missing a topic! All round table topics from this Session will be repeated during Session #4).

Sponsored by .....Capitol International Productions
.....George's Fun Foods
North American Midway Entertainment

FDACS - Current update and question/answer on Animal Issues and Livestock Inspections
John Court, FDACS

ID and Background Checks - Who Is Working On Your Fairgrounds?
Mike Jones, Collier County Fair

Dark Days - Pros and Cons
Bob Hohenstein, Miami Dade County Fair and Expo

Friday continued on page 32...

Friday continued from page 31...

9:45-10:15 SPEED ROUND TABLE SESSION 3 *continued*

Ticket Controls
Marty Svrcek, CFE, Montgomery County Ag Fair

Fair Time Labor - Volunteers, Minimum Wage, Prisoners, Civic Groups, Etc.
Lisa Kelley, Hendry County Fair

A New Twist On Photography Contests For Your Fair
Christina Arriaga, NICA

An Open Discussion on Campgrounds
Karian Fogel, Florida State Fair

9:45-10:45 EDUCATIONAL WORKSHOPS
Sponsored by .....Haas & Wilkerson

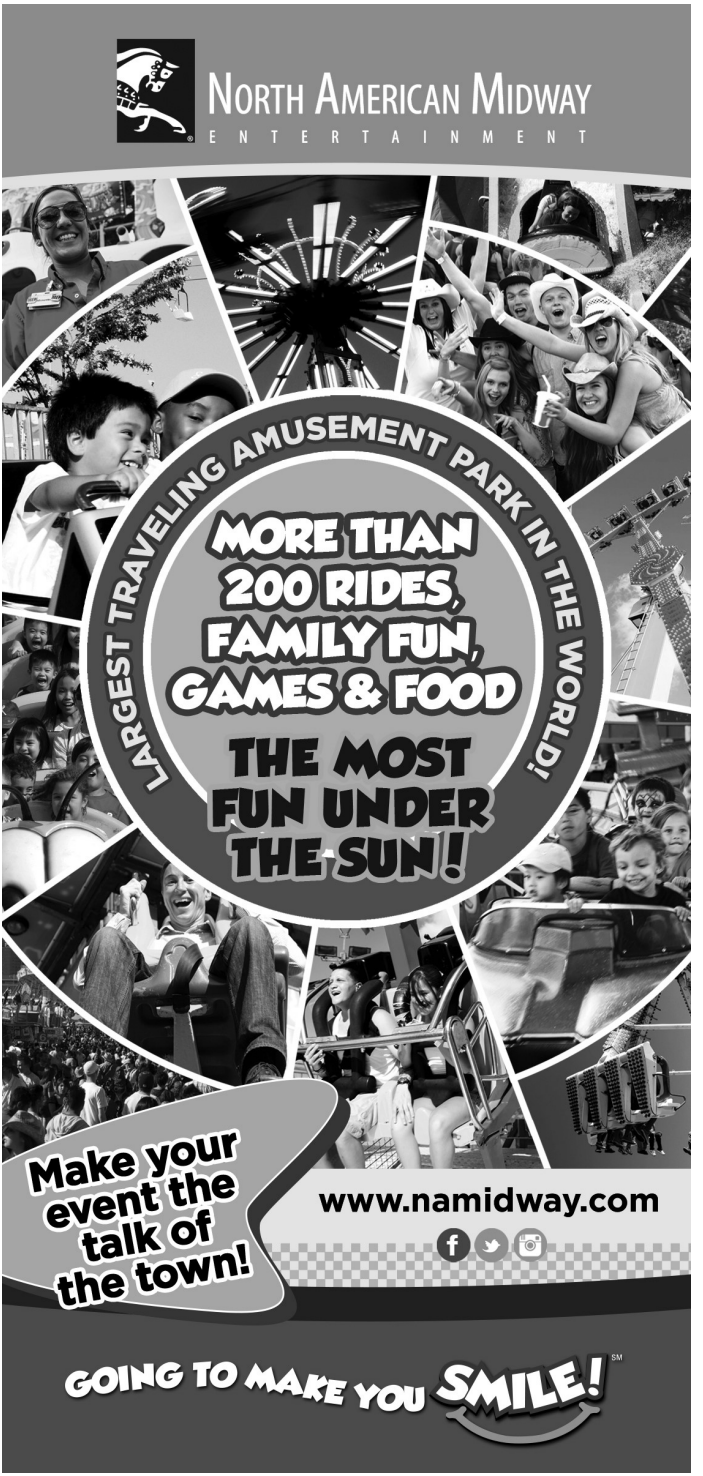
Leadership: the Good, the Bad, the Ugly.....Meyer 1
Moderator: *Miranda Muir, KVLS & Osceola County Fair*
Presenter: *Don Miers, Osceola County Sports & Event Facilities Director*
What can we learn from all 3 styles? What leadership traits do we emulate/disparage?

Use the OABA's Circle of Excellence Program to Improve Your Fair ..... Sunburst 1 & 2
Moderator: *Mark Harvey, North Florida Fair*
Presenters: *Bob Johnson, OABA*
Jay Strates, Strates Shows
The OABA Circle of Excellence program, is evolving into an industry accreditation program, similar to the "CFE" designation for fair management. This workshop will show your Fair, how you can use it to improve your Fair.

Creating Completely Satisfied Guests - Part 2.....Sago 2
Moderator: *Albert Montes, Miami-Dade County Fair & Expo*
Presenter: *Rey O'Day, Wings of Fame Productions*
This is a continuation of Creating Completely Satisfied Guests Part 1.

Together We Can Market Your Fair .....Sago 1
Moderator: *Michelle Card, NICA*
Presenters: *Becky Brashear, CFE, Maryland State Fair*
Russ Harrison, NICA
Kathy Ross, NICA
Rick Vymlatil, CFE, South Florida Fair
A look at unique ideas , practices, and audience capturing promotions that are FREE to incorporate into your current marketing plan.

Friday Educational Workshops continued on page 34...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Friday continued from page 32...

9:45-10:15 EDUCATIONAL WORKSHOPS *continued*

Show Us The Money! ..... Sago 3

Moderator: *Pam Daneker, State Fair of Virginia*
Presenters: *Charlie Smith, Populous*
Beth Anne Knight, Deputy City Manager – Kissimmee, FL
Linda Syfrett, Okeechobee County Fair

How to get money for capital projects for your Fair.

Essential Skills of Dynamic Public Speaking - Part 1 .... Sago 4

Moderator: *Bill Olson, CFE, Greater Jacksonville Ag Fair*
Presenter: *Dan Douglas, South Carolina State Fair*

If you're the type of speaker who occasionally "ums" and "ahs" your way through a presentation, this workshop is just what you need! Gain confidence to overcome nervousness and give speeches and presentations like a pro. These skills are essential for industry pros and vital for individuals who deal with media, board presentations, legislative groups, commissions and others.

How To Effectively Work With Your Elected Officials .... Meyer 2

Moderator: *Debra Gard, CFE, Mountain State Art & Craft Fair, WV*
Presenter: *Jim Spratt, CAS Governmental Services, LLC*

The Federation's lobbyist, Jim Spratt, will advise you on the most effective way to work with your elected officials.

Friday Educational Workshops continued on page 35...

Friday continued from page 34...

10:15-10:45 SPEED ROUND TABLE SESSION 4

Citron Ballroom Center
(Timer/Announcer—Amanda Dennis, Western Carolina State Fair
(Please see list of Speed Round Table Topics from Session #3 on pages 31 and 32)

9:45-10:45 **One On One Attorney Appointments with Foster & Fuchs, PA** .....Tangerine 3
(Pre-registration required)

11:00-12:15 OPENING SESSION
Citron Ballroom North
Welcome *Felecia Chivington, President*
..... *Florida Federation of Fairs*
Convention Program Overview .....
Dawn Rowe, First Vice President
..... *Florida Federation of Fairs*

Keynote Speaker Candy Whirley ..... SBG Service, LLC
....."**It Takes 4 To Tango**"
Sponsored by..... Populous
Introduced by ..... Charlie Smith, Populous

Coffee at Opening Session .....Citron Ballroom North
Sponsored by..... **Associate Members**

12:15 Luncheon—In the Trade Show
.....Palm Event Center
Sponsored by .....Miami Dade County Fair and Expo

12:15-3:00 TRADE SHOW OPEN - Badge Required
.....Palm Event Center
Sponsored by .....Allied Specialty Insurance
.....Eugene Nock POP Culture
..... Florida State Fair
.....The One Man Band
..... Triangle Talent

12:15-3:00 Silent Auction Open .....Palm Event Center
Sponsored By: ..... **Central Florida Fair**

1:00-1:20 Showcase in the Trade Show Palm Event Center
Washboard Willy..... *Self Represented*

Friday continued on page 37...

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Friday continued from page 35…

1:20—2:45 **The Great Cash Give-Away.....**
Sponsored by.....See Tickets
Emcee .....Matt Basta, See Tickets
Drawing to be held every 15 minutes for $50 cash. Final $50 cash drawing at 2:45 with grand Finale drawing for $500 cash immediately following.
MUST BE PRESENT AT EACH OF THE DRAWINGS TO WIN!

2:45 **Trade Show Scavenger Hunt Drawings .....**
..... Palm Event Center
Sponsored by..... Etix

3:00 **Trade Show Closes.....**Palm Event Center

8:00-11:00 **FRIDAY NIGHT .....**Citron Ballroom North
SHOWCASE EXTRAVAGANZA
Sponsored by .....Wade Shows
Emcee ..... *Greg Sweeney, Entertainer/Producer -*
..... The Vagabond Troupe
Kazual.....*Represented by Parlay Music*
Cale Moon ..... *Self Represented*
Elvis ..... *Self Represented*
Steve Brogan..... *Represented by Triangle Talent*
Dweebs .....*Represented by Evergreen Music*
Maggie Baugh .....*Represented by*
.....Capitol International Productions
The Helsmen ..... *Self Represented*
The Jake Castro Band..... *Represented by Southern Star Productions*

11:00- 12:00 **Hospitality Suite Open.....Room 322**
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SATURDAY, MAY 20

8:30-12:00 Registration Open ..... Citron Registration
2:00-4:00

8:30-9:00 Coffee and Pastries in the Workshop Area.....
..... Meyers Foyer
Sponsored by ..... **Florida Strawberry Festival**
Co-sponsored by ..... TSI Adjusters
and.....Martin County Fair

8:30-9:30 Zone 2 Business Meeting .....Meyers 2
Nancy Smith, CFE, Zone 2 Director

8:30-9:30 Associate Meeting .....Meyers 1
Kathy Ross, Associate Director

9:30-10:00 SPEED ROUND TABLE SESSION 5
Citron Ballroom Center

Timer/Announcer—Karson Turner, Hendry County Fair
(Don't worry about missing a topic! All round table topics from this Session will be repeated during the Session #6).
Sponsored by .....Capitol International Productions
.....George's Fun Foods
North American Midway Entertainment

Farm To Fork - What is it and how can you use it at your Fair
Mike Bradley, CFE, California Mid-State Fair

Waste To Wonder - How To Involve Your Vendors In Your Competitive Exhibits
Stacey Wade, CFE, KVLS & Osceola County Fair

Pros and Cons of Strolling Acts versus Stationary Acts
Cheryl Flood, Florida State Fair

Saturday Speed Round Sessions 5 continued on page 39...

Saturday continued from page 38...

9:30-10:00 SPEED ROUND TABLE SESSION 5 *continued*
Citron Ballroom Center
Timer/Announcer—Karson Turner, Hendry County Fair

Open Discussion On How Fairs and Concessionaires Can Work Together
Michelle Card, NICA

Paper or Plastic
Tina Walker, First Data sponsored by NICA

How To Best Sell Your Act or Product To A Fair
Tom Umiker, CFE, Hillsborough County Fair

FDACS Real Time Ride Inspection Program
Michelle Faulk, FDACS

9:30-10:30 EDUCATIONAL WORKSHOPS
Sponsored by .....Haas & Wilkerson

Great Ideas For Bringing Groups To Your Fair..... Sago 1
Moderator: *Gayle Hart, CFE, Greater Jacksonville Ag Fair*
Presenter: *Keaton Walker, Georgia National Fair*

This workshop will give you the info needed to contact and obtain a partnership with your school system. We will give you info on how to start a program and what goes into allowing the students, teachers and chaperones a chance to come and enjoy your Fair free of charge. You will see the discounts, specials and incentives that can be offered to encourage Teachers, Principals and Superintendents to allow a program such as this to qualify as a "Field Trip" in your State. We will also take a look into our Rally Day Programs that get your State CTSO Organizations coming to enjoy a "Day at the Fair."

Saturday Educational Workshops continued on page 42...

Manatee County FAIR

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Saturday continued from page 39…

9:30-10:30 EDUCATIONAL WORKSHOPS CONTINUED

U. S. Department of Homeland Security (DHS) - Active Shooter Preparedness—Part 1 ..... Starburst 1 & 2
Moderator: *Keith Wingate, Northeast Florida Fair*
Presenter: *Marty Smith, DHS*

Active shooter incidents are often unpredictable and evolve quickly. In the midst of the chaos, anyone can play an integral role in mitigating the impacts of an active shooter incident. DHS aims to enhance preparedness through a "whole community" approach by providing products, tools, and resources to help you prepare for and respond to an active shooter incident. During this session, you will learn about the free DHS active shooter tools & resources and how to develop an active shooter plan.

Humor: Effective Use In The Workplace ..... Meyer 1
Moderator: *Andy Cashman, CFE, Maryland State Fair*
Presenter: *Don Miers, Osceola County Sports & Event Facilities Director*

Let's have fun in this job! We're working hard, we're passionate, so let's enjoy it!

Making An Ordinary Sponsorship Extraordinary...Sago 2
Moderator: *Jon Neuhauser, Manatee County Fair*
Presenters: *Laura Murek, Montgomery County Ag Fair*
Theresa Agricola, South Florida Fair
Jennifer Puenta, CFE, Wisconsin State Fair
Nancy Smith, CFE, South Carolina State Fair

Using the resources you have to make something ordinary extraordinary!

Turning Blue Ribbon Memories into Green ..... Sago 3
Moderator: *Shelley Terrell, Northeast Florida Fair*
Presenters: *Jeremy Parson, CFE, Clay County Fair, Iowa*

Your fairgoer's fondness for your event (created by years and years of positive experiences and happy family memories) can be easily turned into charitable gifts to your Fair's foundation and fundraising organization. Learn some simple ways you can encourage your fairgoers to think of your Fair when they consider charitable giving.

Saturday Educational Workshops continued on page 45…

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Saturday continued from page 42…

9:30-10:30 EDUCATIONAL WORKSHOPS *continued*

Product Showcase—Dorado Graphix and Canon …Seville
Presenter: *Bart Jordan, Dorado Graphix*

How to make your own signs, banners, posters, decals, art & advertisement for a fraction of retail cost. This hands-on workshop will show you how the machine works. Bring your own personal digital pictures that you want to have made into larger prints.

10:00-10:30 SPEED ROUND TABLE SESSION 6
Citron Ballroom Center
Timer/Announcer—Karson Turner, Hendry County Fair
(See list of Speed Round Session #5 Topics on pages 38 & 39)

10:30-10:45 Coffee Station in Workshop Area.....
..... Meyers Foyer
Sponsored by .....North Florida Fair

10:45-11:15 AM SPEED ROUND TABLE SESSION 7
Citron Ballroom Center
Timer/Announcer—Richard Scuderi, Georgia National Fair
(Don't worry about missing a topic! All round table topics from this Session will be repeated during Session #8).

You Can Be A Winner—Tips For IAFE Competitive Exhibits Contest
Rachel Stutesmun, IAFE

How To Use Grounds Entertainment To Target Foot Traffic
David Musselman, Capitol International Productions

Menu Policing
Tim O'Brien, O'Brien's Food Service

Creating A Vendor Welcome Handbook
Kathy Ross, Ross Concessions

What Does The New DOL Rule Mean to Your 2017 Budget
John Foster and Lance Fuchs, Foster & Fuchs, P.A.

What Do You Do For Your Buyers?
Rhonda Ward, Collier County Fair

Amazing Ideas, Extraordinary Results
Joe Betras, WhirleyDrink Works

Saturday continued on page 46…

Saturday continued from page 45...

10:45-11:45 am EDUCATIONAL WORKSHOPS
Sponsored by ..... Haas & Wilkerson

U.S. Department of Homeland Security (DHS) - Active Shooter Preparedness—Part 2.....Sunburst 1 & 2
Moderator: *Lee Stokes, Citrus County Fair*
Presenter: *Marty Smith, Dept. of Homeland Security*
The continuation of Active Shooter Part 1

Hands On Ag and STEM Activities To Do With Fairgoers
.....Sago 1
Moderator: *Justin Cantrell, Martin County Fair*
Presenters: *Lynann Hudson, Florida State Fair*
Stacey Wade, CFE, KVLS & Osceola County Fair
Hands-on activities are an important and effective way to teach fairgoers (adults as well as children) the story of agriculture and STEM. Come "get your hands involved" with these fun and educational activities!

Marketing To Millennials .....Sago 2
Moderator: *Shawn Krauel, Central Florida Fair*
Presenters: *Jessica Bybee-Dziedzic, Saffire*
Millennials….does the very word make you cringe? Marketers everywhere are scrambling to understand what drives and inspires this younger generation's habits. In fact, you've probably been to a session or two about how to reach millennials or work with millennials - but have you ever heard a millennial's side of the story? Join us as we present an interesting twist on how to market to this extremely lucrative audience. Leave with the millennial mystery finally solved.

Saturday Educational Workshops continued on page 48...

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Saturday continued from page 46...

10:45-11:45 am EDUCATIONAL WORKSHOPS *continued*

Top Ten Things to Start Doing Today to Enhance Your Leadership Skills..... Meyer 1
Moderator: *Felecia Chivington, Pensacola Interstate Fair*
Presenter: *Lisa Long, Long Consulting*

You are a leader in all the roles you have, not just your work environment. There are ten things you can start doing today that will help you lead professionally, socially, and at home.

Yes—It Really DID Happen! Incident Reports From Our Insurance Partners..... Sago 3
Moderator: *Robert Fogle, CFE, Maryland State Fair*
Presenters: *John Sutack, Allied Insurance Co*
Joe Repass, K & K Insurance
Andrew Vandepopulier, Haas & Wilkerson

True stories and incident reports from our insurance partners.

Competitive Exhibits Superintendent Training—Part ... 1 ..... Meyer 2
Moderator: *Eileen Hoffner, Manatee County Fair*
Presenter: *Beverly Gruber, CFE, Great Allentown Fair*

With many years of experience, Beverly will cover the importance of competitive exhibits to a Fair, how to find qualified judges and what Fairs should expect from judges, as well as ethics in judging, etc.

Saturday continued on page 51...

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Saturday continued from page 48...

11:15-11:45 AM SPEED ROUND TABLE SESSION 8 .
Citron Ballroom Center
Timer/Announcer—Richard Scuderi, Georgia National Fair
(See list of Speed Round Table Session #7 Topics from pages 38 & 39)

12:00-1:30

SATURDAY LUNCH
FEDERATION BUSINESS MEETING
AND SHOWCASES
Citron Ballroom North

Sponsored by: **Netterfield's Popcorn & Lemonade, Inc.**
Emcee: *Dawn Rowe, KVLS & Osceola County Fair*

Showcases
Twinkle Time ..... *Represented by Harmony Artists*
..... *Introduced by Dawn Rowe, KVLS & Osceola County Fair*
Sylvia Fletcher ..... *Represented by Oler Productions*
Introduced by Fran Crone, Southwest FL & Lee County Fair

Annual Business Meeting .....*Felecia Frenkel Chivington*
..... *Federation President*

1:30-4:00 pm TRADE SHOW OPEN—LAST CHANCE
..... Palm Event Center

1:30-2:30 pm Silent Auction Open ..... Palm Event Center

1:45-2:15 PM SPEED ROUND TABLE SESSION 9
Citron Ballroom Center
Timer/Announcer—Lee Stokes, Citrus County Fair
(Don't worry about missing a topic! All round table topics from this Session will be repeated during Session #10).

Open Discussion On Youth Livestock Shows (from liability to Youth Ethics)
Matt Daley, South Florida Fair

NICA Benefits For Fairs and Concessionaires
Michelle Card, NICA

WIFI At Your Fair—Getting People Connected
Tasha Hyder, Clay County Fair, Florida

Saturday continued from page 53...

FLORIDA STATE FAIR

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February 8-19, 2018

Proud Sponsor of the Florida Federation of Fairs 2017 Conference

Saturday continued from page 51

1:45-2:15 PM SPEED ROUND TABLE SESSION 9 *continued*
Citron Ballroom Center

Preparing Your "Elevator Pitch" - What Key words to use in a 60 second opportunity
Vicki Chouris, CFE, South Florida Fair

Ways To Make Your YPI Program Grow and Bring In the Next Generation
Andrea Simeone, South Florida Fair

1:45-2:45 pm EDUCATIONAL WORKSHOPS
Sponsored by ..... Haas & Wilkerson

The 10 Commandments of Strategic Planning For Fairs — Managing Change and Creating A Success Story .....
..... Sunburst 1 & 2
Moderator: *Ronnie Hull, Volusia County Fair*
Presenter: *Mike Bradley, CFE, California Mid State Fair*

All Fairs must deal with change within an ever-evolving competitive business environment. Necessary change is hard but inevitable. The most difficult part of change is always managing the process. This presentation will draw upon the 10 steps to success in Strategic Planning specifically for our industry. Any sized Fair needs to clearly define objectives, formulate our "team" and create strategies for results. Learn the rules to achieve attainable, measurable results, keep the process simple, and enjoy the ride.

How to Utilize a Limited Advertising Budget to Connect with Your Customers in a "Fairly" Large Way..... Meyer 1
Moderator: *Kathy Gladwin, St. Lucie County Fair*
Presenter: *Lisa Long, Long Consulting*

Creating an impactful marketing campaign with a limited budget is challenging, but certainly not impossible. Despite financial restrictions, don't compromise your marketing efforts. Instead, be more creative. What does that look like? What are the best mediums to use to do so? What can I do to make the most impact on my marketing efforts?

Saturday continued on page 54...

Saturday continued from page 53...

1:45-2:45 pm EDUCATIONAL WORKSHOPS *continued*

25 New Ideas For Online Marketing ..... Sago 1
Moderator: *Terri Parnell Longphee, Florida State Fair*
Presenter: *Jodi Buresh, Saffire*

Become an online marketing super star! If you are looking for a session jam packed with practical, usable strategies, then this one is for you! You will learn 25 revolutionary ideas you can take home and implement for your organization throughout the year, including contesting, social media, best mobile practices and more. We also cover recent changes to online platforms so you can ensure that you are always using the latest best practices. Your "genius status" awaits!

Essential Skills of Dynamic Speaking—Part 2 ..... Sago 2
Moderator: *Dan West, Manatee County Fair*
Presenter: *Dan Douglas, South Carolina State Fair*

This workshop will be a follow-up from Friday's workshop where participants will get to display the practical use they learned the day before.

Raising Your Fair's Lid..... Sago 3
Moderator: *Jay Spicer, Martin County Fair*
Presenter: *Ron Diamond, The John Maxwell Team*

In today's highly competitive world, becoming a leader as a Fair - and remaining there - is all about influence. There is a lid on a Fair's potential when its sphere of influence in the community does not remain high. Whether as an individual or as a business, continued growth and success is all about influence, and leadership is influence. This workshop focuses on the areas that are unique to a Fair in maximizing the Fair's potential for raising the lids on influence and remaining vital in the community.

Competitive Exhibits Superintendent Training—Part 2... ..... Meyer 2
Moderator: *Eileen Hoffner, Manatee County Fair*
Presenter: *Beverly Gruber, CFE, Great Allentown Fair*

Part 2 of workshop from 10:45—11:45 am.

Saturday Educational Workshops continued on page 57...

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our Making Life "Fair" Fund, Visit:
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Saturday continued from page 54…

Does Your Fair Has A Generation Gap And Is It Affecting Your Fair? Sago 4

Moderator: *Fran Crone, Southwest FL & Lee County Fair*
Presenters: *Pete Sutton, CFE, Retired – Clay County Fair, FL*
Tasha Hyder, Clay County Fair, FL
Tom Umiker, CFE, Hillsborough County Fair
Suzanne Holcomb, Hillsborough County Fair

This panel will discuss how the different perspectives of each generation can potentially affect your Fair from marketing to programming.

Product Showcase—Beef Up Your Community Stage.....
..... Seville

Presenter: Greg Sweeney- Entertainer/Producer - The Vagabond Troupe

Learn how to take your community stage to a new level. Entertainment Producer and Professional Entertainer Greg Thompson explains how you can make your community stage a more viable and profitable aspect to your Fair or Festival. Learn how to get those free community acts that turn into ticket sales at the gate and create free publicity. He'll explain how this is achieved with less work on your board and a more professional, polished, well run community stage featuring local acts, game shows, and contests.

2:15-2:45 PM SPEED ROUND TABLE SESSION 10
Citron Ballroom Center
Timer/Announcer—Lee Stokes, Citrus County Fair
(See list of Speed Round Table Session #9 Topics on pages 51 & 53)

2:45-4:00 LAST CHANCE IN THE TRADE SHOW
Palm Event Center

3:00-3:30 pm Board of Directors' Meeting .....
.....Tangerine 3

3:45 Final Door Prize Drawing in the Trade Show.....
..... Palm Event Center

3:50 Trade Show Scavenger Hunt Drawing.....
Sponsored by..... Etix

6:00 Reception (prior to Banquet) ..... Citron Foyer
Cash Bar
Photo Opportunities.....
.....Fritzy Brothers One Man Circus
..... *Self Represented*

Gala activities continued on page 58

Gala activities continued from page 57…

6:30 Banquet Doors Open
(Open Seating—no assigned seats)

7:00-8:30 GALA BEGINS
Sponsored by: ..... EMC Tickets, LLC

Emcee .....Guest Associate Member

Table Entertainers
.....Jeff Martin
.....Represented by
Creative Community Promotions
..... Dale Scott
.....Represented by
.....Capitol International Productions

Resolutions *Terry Atchley, Hardee Co**unty Fair***
Year in Review Video
Sponsored by Southwest Florida & Lee County Fair
Directory Photo Contest Winner .....
……..Sponsored by Bianco Foods
Convention Scholarship Winners—Fair & YPI .....
.....Sponsored by Collier County Fair and
..... Hillsborough County Fair

Gala Activities continued on page 59.....

A Special Thanks to
BIANCO'S FOODS
FOR SPONSORING THE DIRECTORY COVER
PHOTO CONTEST

Saturday night Gala activities continued from page 58...

YPI Grant Winners .....
..... Sponsored by Jeffrey Allen Inc.
YPI Charity Donation .....
.....*Miranda Muir, KVLS & Osceola County Fair*
IAFE Institute Scholarship.....
.... Sponsored by North American Midway Entertainment

IAFE Institute Graduates
CFE Certifications
Associate of the Year
Hall of Fame

Showcase..... Labamba Tribute
..... *Represented by Creative Community Promotions*
Introduced by .....*Rhonda Ward, Collier County Fair*

Gala Give-aways

Diamond Earrings .....Sponsored by Ross Concessions

YETI Gift..... Sponsored by Robert Smith Presents

9:15 pm..... in Hospitality Suite—Room 322
Toast to Incoming President
Hall of Fame Recipient
Associate of the Year
..... Sponsored by Strates Shows

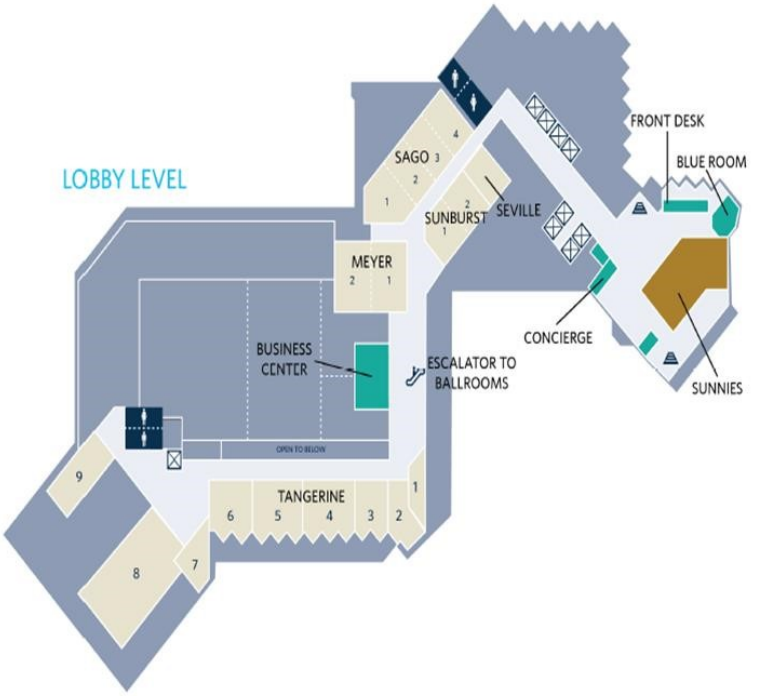
9:15-12:00 Hospitality Suite Open.....Room 322
.....Sponsored by The Dennis Lee Show

A special thanks to

Hartford

For sponsoring one of the Coffee Stations during our Educational Workshops

CONVENTION LEVEL
SABAL REGISTRATION
CITRON BALLROOM
NORTH
CENTER
EAST
WEST
PALM EVENT CENTER
PINDO
CITRON FOYER
SABAL FOYER
SABAL BALLROOM
CITRON REGISTRATION
ARECA


LOBBY LEVEL
FRONT DESK
BLUE ROOM
SAGO
SUNBURST
SEVILLE
MEYER
BUSINESS CENTER
ESCALATOR TO BALLROOMS
CONCIERGE
SUNNIES
OPEN TO BELOW
TANGERINE