



The Faircracker

SUMMER 2017

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Summer Workshop July 28–July 29, 2017

This year's Summer Workshop will be held July 28th and 29th at the Osceola Heritage Park-Exhibition Building-1901 Chief Osceola Trail, Kissimmee.

Come join us at the Florida Federation of Fairs summer workshop. Friday will be dedicated to the growing concern of animal rights activists. Marla Calico, President/CEO of the IAFE will be joining us on Friday afternoon to present the Activist Response Kit. Also Debbie Evans will give a presentation on crisis communication as well as tips on how to handle the media. Dinner will be hosted by the Osceola County Fair on Friday evening. On Saturday we will have workshops and round table discussions. there is a room block at the Springhill Suites Marriott, 4991 Calypso Cay Way, Kissimmee, FL 34746 at a rate of \$129/night.

The Summer Workshop Committee has done a great job putting this program together—*you won't want to miss it!*

(See page 54 for tentative program schedule.)

Sponsorship Opportunities

The Federation is seeking sponsorships for the Summer Workshop. If you are interested in doing a Summer Workshop sponsorship, Contact lisahinton@floridafairs.org.



2017-2018 Federation Board of Directors

Front row: (left to right) - Felecia Chivington, Immediate Past President; Fran Crone, Southwest Florida & Lee County Fair; Kathy Ross, Associate Director; Dawn Rowe, Federation President; Rita DeMier Lincoln, South Florida Fair; Rhonda Ward, Collier County Fair; Lisa Hinton, CFE, Executive Director Florida Federation of Fairs. Back row (left to right) Terry Atchley, Hardee County Fair; Dan West, Manatee County Fair; Jim Ward, Secretary/Treasurer; Paul Davis, 1st Vice President; Bill Olson, CFE, 2nd Vice President; Shawn Krauel, Central Florida Fair; and Hal Porter, Citrus County Fair.

A Publication of the
Florida Federation of Fairs & Livestock Shows, Inc.

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From The President



What a truly awesome convention! I hope you were able to enjoy the magic of a new venue and the always nail biting changes that the committee implemented. From having lunch in the trade show, trailblazing workshops and a dazzling Awards Gala there were so many pieces that made this year's convention so special. Many thanks of appreciation to the participants of Zone 2 and the IAFE for sharing your expertise with all of us and allowing us to learn from your experiences.

My initiative as the Florida Federation of Fairs President

is to visit as many fairs as possible in the hopes of meeting the

managers and volunteers that make up the core of our great industry across the state. Our organization is strong because of the members and volunteers who help us to grow and become pertinent for agriculture and the amusement/entertainment industry.

This year the Summer Workshop will be hosted by the Osceola County Fair in Kissimmee July 28th and 29th. Please plan on attending. Bill Olson of the Greater Jacksonville Fair has a great workshop planned for you.

Following the tradition that Happy Norris started in 2011, I have planned the President's "Dream" Fair Trip for August 17-20. This year we will be visiting the Erie County Fair in Hamburg, New York with a side trip to Niagara Falls. So many wonderful things have been said about the Erie County Fair and it should take a day or two to see everything. Please consider joining us for this very special trip. Details will be forthcoming.

I want to thank Lisa Hinton for her guidance, my family for their continued loving support and the members of the Federation for believing in me as I embark on this "crazy" journey.

Dawn

Board Meeting Notice

Friday, July 28, 2017—9:30 am
Osceola County Fair and KVLS Fairgrounds
1911 Kissimmee Valley Lane, Kissimmee, FL 34744

- **Springhill Suites**
 - 4991 Calypso Cay Way
 - Kissimmee, Florida 34746 USA
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Lisa Hinton, CFE

From the Executive Director

Our "Fair Family" certainly pulled together to produce one of the best conventions and IAFE Zone 2 meetings ever! It certainly wouldn't be possible without everyone's help and support! It amazes me how everyone picks up the ball and runs with it to make the convention successful. Thanks to each and every one of you that attended and/or played a part in this year's convention – YOU are what made it a success. I must also applaud and thank all the Committee Chairs and their committees – THANK YOU – if you didn't each support your part of the convention it could not all come together as a whole.

The greatest thing to me at convention is the opportunity to meet new people as well as take home new ideas. Networking and getting to know other "Fair Folks" across the state and from Zone 2 is perhaps one of the greatest benefits of the Convention and membership in our organization.

We've got a busy summer coming up with the Summer Workshop July 28th and 29th. If you haven't been to Summer Workshop before – try to make it this year. Summer Workshop is a much smaller group and a time to really get to know people from other Fairs.

This year's Fair Trip 2017 is to the Erie County Fair in New York – August 17 - 20. If you haven't been on a Fair Trip yet – give it some thought! It is a GREAT opportunity to see another Fair and the Erie County Fair is well known for their great agricultural programs! Again, it's also a great way to get to know the other people on the trip!

To those of you that are working on the plans for your Fall Fair – GOOD LUCK! We know what a busy time this is for you!

Hope you all have a great Summer!

Thanks again for all your support and don't forget –

YOU are the Federation and WE are a "Fair Family!"

*Lisa Hinton, CFE
Executive Director*



Attorney's Corner

"Overtime"

A question often arises if not for profit fair associations are responsible for the payment of overtime wages pursuant to the Federal Fair Labor and Standards Act, particularly in light of a new Federal Rule written and published by the Obama Administration prior to leaving office.

The new Federal Rule was challenged by various business interests immediately upon its publication and was temporarily blocked from implementation by a Federal District Court Judge while it is being litigated in the Courts. Accordingly, with a new administration in place, as well as a new Secretary of Labor, the new proposed Federal Rule may either be upheld, struck down, or modified by the current administration. Therefore, we are still operating under the old labor overtime rules and court decisions.

Given that fact, as most of you should be aware, employers are required to pay employees overtime pursuant to federal law. However, exemptions to this rule apply. In the case of a fair association, the specific federal exemption which may apply is 29 U.S.C. 213 which states in pertinent part, that the overtime law shall not apply if: "any employee employed by an establishment which is an amusement or recreational es-

tablishment, organized camp, or religious or non-profit educational conference center, and (A) it does not operate for more than seven months in any calendar year, or (B) during the preceding calendar year, its average receipts for any six months of such year were not more than 33-1/3 per centum of its average receipts for the other six months of such year."

Accordingly, in order for a fair association to be exempt, it must first show that it qualifies as an "amusement or recreational establishment". Courts have found that fairs typically fit within the scope of an amusement or recreational establishment. Second, the fair association must show that it: (1) either does not operate for more than seven months out of the year; or (2) that its average receipts for any six months of such year were not more than 33-1/3 percent of its average receipts for the other six months of such year. All of these factors should be reviewed by a fair association and its accountant prior to the association availing itself of the exemption.



Lance Fuchs
Foster & Fuchs, P.A.

Important Dates

July 28 – 29, 2017

SUMMER WORKSHOP

Osceola Heritage Park—Exhibition
Building—1901 Chief Osceola Trail
Kissimmee, FL

August 17—20, 2017

2017 FLORIDA FAIR TRIP

Erie County Fair
New York

November 26-29, 2017

IAFE CONVENTION

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Fair Trip 2017



ERIE COUNTY FAIR Fair Dream Trip

This year's Fair Trip is set for August 17th – 20th to the Erie County Fair in Hamburg, NY

The Erie County Fair is considered a "must see fair!" We will spend 1 ½ to 2 days visiting the fair and we also have planned a side trip to

Niagara Falls. Get your passports ready if you would like to take a boat ride on the Maid of the Mist to the base of the falls. You only need the passport if you want to go to the Canadian side of the falls for the boat ride. This is going to be a GREAT trip that you will not want to miss! Below are some highlights of the Erie County Fair.

The Fair is located on 265 Acres
Around 1 million in attendance over 12 days
Harness Racing Facility on site
Gaming Facility on site
60,000 sq. ft. Agriculture Discovery Center (built in 2014) which hosts field trips 2 weeks of every month all year long
All livestock and horse facilities are fairly new
Guests often say that the Erie County Fair feels like a park.

Here are some quotes about the Erie County Fair:

Joe Potillo:

It has been my family's distinct privilege to be a part of the Erie County Fair for some time. This fair with attendance upwards of one million people still captivates & embraces small town family values. The unparalleled focus on Agriculture & Education make this event a must for anyone desiring a first-hand look at the foundation of Americana. Couple that with state of the art facilities, stellar entertainment, and first class hospitality, The Erie County Fair, truly is America's Fair. Come on up to Hamburg it will be an experience you won't soon forget!

Jay Strates:

The Erie County Fair is different because it is one of the largest fairs in the country, yet still has the charm of a small fair. Agriculture and the community come first, even with a casino anchoring the year round revenue. The board and staff have remained true to their roots and the fairs

mission and it has led to success.

If you haven't been on a Fair Trip before, this is a GREAT way to see another fair as well as make some great friends and memories!

Trip details:

AIRLINE RESERVATIONS: You will make your own airline reservation – arriving on August 17th at the Buffalo Airport anytime in the am until 3 pm and departing on August 20th anytime. We plan on attending the fair Thursday evening.

HOTEL RESERVATIONS: You have two options on your hotel room –You can reserve a room to yourself or share a room and share the cost with another person going on the trip. You will indicate your room preference on the Participation form, the form has been emailed to all Fair Managers. The hotel location is The Hampton Inn, which will have shuttle to/from airport.

OTHER COSTS: The Erie County Fair has offered us free tickets to the Fair. If we have to rent a van it will cost approximately \$100 per person (maximum) for the van and gas.

We have asked for commitments by July 15th, if you are interested in going. We'd love to have you join us!

ADVERTISING SUBMISSION

DEADLINE—JULY 15, 2017

FOR THE ANNUAL

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MEMBERSHIP DIRECTORY

The Directory is published yearly and distributed to all Florida Fairs and Associate Members for the upcoming fair season.

Ad Rates	Black & White
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Convention News

A Royal Affair! Was the theme at the Florida Federation of Fairs Convention and IAFE Zone II Meeting



Incoming and outgoing Presidents
Dawn Rowe and Felicia Chivington

bridge walkover). The Federation has wanted to hold the Convention in Orlando for many years and it finally happened. Attendees had access to discounted Disney and other Orlando attractions so lots of folks came, brought their family, and enjoyed the Orlando area! The event was themed “A Royal Affair” to go along with being in the Disney area.

Dawn Rowe and the Convention Program Committee planned a great Convention. The Committee spent a great deal of time “putting a fresh coat of paint” on this year’s event. The schedule was streamlined (with shorter lunches) and expanded with new and creative workshops and round table sessions.

On Wednesday, May 17th, in addition to the Annual Giles Ellis Golf Tournament which was held at one of the awesome Disney courses, there was also a special event Wednesday called Splitsville Mix and Mingle. It was open to everyone but was sponsored by our YPI Committee. It was fun and a GREAT chance to get to meet other Fair folks!

Thursday’s program had a whole new look and featured very specific, targeted topics with extended workshops that provided attendees with a very in-depth training on specific issues – from an Active Shooter Workshop, to a Crowd Management Training Program to a special workshop put on by our keynote speaker – Candy Whirley with Know ‘em; Manage ‘em; Choose ‘em!. The Trade Show also opened after lunch with 113 booths – the largest ever!

New this year were “speed round table sessions”! Instead of 1 hour sessions, there were 2 thirty minute sessions so every group had to get into high gear to hear everyone’s ideas then move on to the next session to hear more great ideas!

Thursday morning started out with workshops and round tables and then flowed into a new style Opening Session. Opening Session was primarily focused on our keynote speaker - Candy Whirley and she presented “It Takes 4 To Tango”. One of our BEST keynote speakers ever! A special thanks to **Populous** for sponsoring our Keynote Speaker.

Thursday night’s President’s Party was in honor of President Felicia Chivington, and was themed “My Fair Lady” – everyone came decked out in My Fair Lady attire and enjoyed an evening of fun and fellowship as well as some great showcases! A special thanks to **Reithoffer Shows** and the **Florida Dairy Farmers** for sponsoring the President’s Party. **Fair Publishing House** sponsored “Felicia” cookies – that were a hit throughout the convention.

For the first time ever, lunch on Friday was held in the Trade Show.

This year’s Florida Federation of Fairs Annual Convention and IAFE Zone 2 Meeting was held May 18th – 20th at the awesome Hilton Buena Vista Palace in Orlando, Florida. This exceptional hotel is direct-

ly across the street from the new Disney Springs (with a

This gave everyone the chance to pick up a box lunch, find a quick place to eat, then enjoy the trade show. To entice everyone to stay throughout this dedicated time for the trade show, **SEE Tickets** sponsored “The Great Cash Give-Away” with \$1000 in cash given out. Thanks to the **Miami Dade County Fair and Expo** for sponsoring this year’s luncheon in the trade show.

Last year’s Friday Night Showcase Extravaganza was so successful that we did it again! There was and “ice cream social” with complimentary glasses and drinks, good company, and lots of great showcases. A special thanks to **Wade Shows** for sponsoring this event! We also ended the program earlier on Friday so everyone could go out for dinner but be back for the Extravaganza.

We are also delighted that Fairs from IAFE Zone 2 joined us again! What a great way to network with other Fairs in the southeast as well as our own Florida Fairs. Zone 2 was welcomed with a “toast” on Thursday evening sponsored by **Etix**.

The Convention Committee also felt strongly that the way for our Associate members to get more involved with our Fairs is to participate more in our workshops and round tables. So, this year’s Saturday morning sessions featured topics of interest to both Fairs and Associates and the trade show was closed until after lunch. Then, there was some final time in the Trade Show Saturday afternoon to “finish up your business” as well as a few dynamic final workshops to close out the program!

Saturday’s luncheon was when the Federation’s Business Meeting was held with over 400 attendees. Thanks to **Netterfield’s Popcorn & Lemonade, Inc.** for sponsoring lunch.

And the grand finale was Saturday night’s “Gala” with a whole new look and feel – everyone put on their “fancy duds” and joined us for a spectacular presentation of awards, showcases, and our presentation of the Hall of Fame and Associate of the Year recipients. Thanks to **EMC Tickets** for sponsoring this year’s Gala. This year’s IAFE Institute Management Scholarship was announced and the winner was Paige Poole with the South Florida Fair. Thanks to **North American Midway Entertainment** for sponsoring this scholarship. Becky Brashear also recognized Florida’s newest Institute Management graduate – Matt Daly with the South Florida Fair and our newest CFE – Ismael Ramos with the Miami Dade County Fair and Expo.

This year’s **Hall of Fame** award was presented to **Pete Sutton, CFE** and retired manager of the Clay County Fair. Pete’s dedication to the Fair industry and the Federation as well as the Clay County Fair made an impact on many people and the Federation was proud to honor him in this way!

The **Associate of the Year** was presented to **Charlie Smith with Populous**. Charlie is a longtime supporter of the fair industry as well as the Florida Federation of Fairs.

The evening closed with a Toast to the Incoming President, Dawn Rowe as well as our Hall of Fame and Associate of the Year. The toast was sponsored by **Strates Shows**.

Each evening the Federation’s Hospitality Suite, sponsored by **The Dennis Lee Show**, was a great place to meet and greet – it was always filled with lots of talk and laughter!

It was definitely “A Royal Affair.”

We welcome everyone to come again next year – May 17 – 19, 2018 again at the Hilton Buena Vista Palace in Orlando.



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17th Annual Giles Ellis Memorial Golf Tournament

The 17th Annual Giles Ellis Memorial Golf Tournament took place May 17th at the Disney Magnolia Golf Course. Perfect Florida weather saw over 54 players tee off made up of Fair vendors, staff, entertainers and concessionaires from across the state. The Par 72 course was a challenging 7073 yards in total but the golfers turned in great scores and the Beer and Fun was Flowing throughout the day.

Contests throughout the course included Mens Longest Drive— Ben Dunnemann (Team CFF), Womens Long Drive- Tasha Hyder (Team Clay County) and Closest to the Pin- Sandy Class (Team NICA). Accurate Event group foursome made up of Scott Hamilton, Allan Ortman, Brian Kummerlen took home 1st place trophies with a (63). GT grandstand made up of Brian Wilson, Ron Coker, Greg Buckner and Tom Ennis took home 2nd with a (65) after a Tie Breaker against Team CFF with Shawn Krauel, Bill Owen, Ben Dunneman and Eric Oneil. We ended the day with a Disney All American Buffett with over 35+ Raffle giveaways and a 50/50 Raffle.

A special thanks to all the sponsors and teams that helped us raise over \$6,000.

The 18th Annual Giles Ellis Memorial Tournament will take place at the Disney Pine Course May 16th. We hope to see you there next year!

By: Shawn Krauel, Golf Chairman



17th ANNUAL GILES ELLIS MEMORIAL GOLF TOURNAMENT SPONSORS

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The President's Party



A Special Thanks to Reithoffer Shows and Florida Dairy Farmers for sponsoring the President's Party



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President's Party and Auction Assistant Lee Earl Stokes



Winners of hat contest: most Authentic Doris Graska; most creative Rhonda Ward



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Convention News

Pete Sutton named to Hall of Fame



Photo from "Clay Today"

By Tasha Hyder, General Manager, Clay County Fair

Pete Sutton was honored as the Hall of Fame recipient during the Florida Federation of Fairs and Livestock Shows Conference on May 20, 2017 in Orlando, FL.

"We are so proud of Pete for this much deserved award. Pete made his mark in Clay County and helped build the

reputation of having the best fair in the state of Florida. We are happy that his hard work and dedication is being recognized in the association as well." –Sheryl Hartzog, Marketing & Sponsorship Director

The Florida Federation of Fairs and Livestock Shows Hall of Fame award is an opportunity to recognize people who have made a difference in the industry. The recipient of the award must be nominated and must meet a list of criteria, including being involved in the fair industry for at least ten years, consistently attending FFF meetings and conferences, and making a difference in his or her fair's community.

"Perhaps the most admirable thing about Pete is his unflinching regard to express his appreciation for those around him. Whether it's his staff, the Board, or me, he always takes the time to thank people for their work and dedication. It always makes my day a little "brighter" when I hear his kind words." –Lisa Hinton, Executive Director Florida Federation of Fairs

Pete Sutton served as the Clay County Agricultural Fair General Manager from 2006 to 2015, when he announced his retirement. He sat on fifteen different committees in the federation

and chaired many of them. Pete was also a panelist for more than a dozen different topics during his involvement with the federation.

The Clay County Agricultural Fair was also awarded second place in Orlando, Florida for "Best Newly Established Exhibit" with the Little Red Barn. The Little Red Barn made its debut in the 2017 fair and was a huge hit. Fair goers were able to touch, feed, and learn about baby farm animals and farm equipment during their visit in the barn. The main attraction was the Another Bloomin' Nursery duck slide and exhibit, which featured baby ducks sliding out of an old tractor.

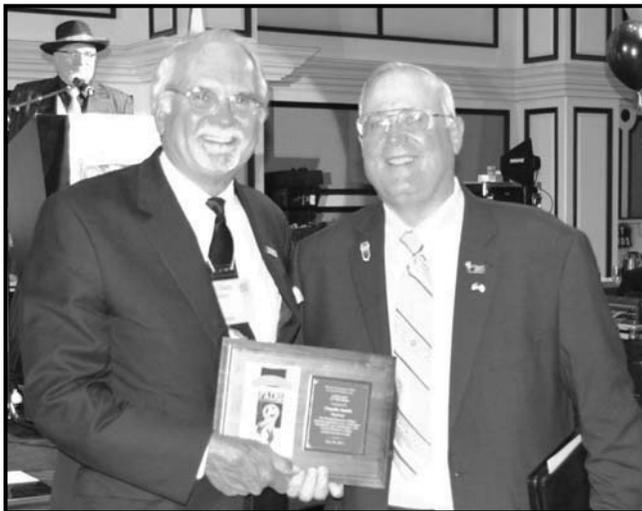
"We are so excited about the Little Red Barn exhibit and very happy that all of the hard work that was put into building this exhibit by our volunteers and sponsors were acknowledged. The Little Red Barn was a great addition to the 2017 fair."

Reprinted from Clay Today.



2017 Hall of Fame recipient, Pete Sutton, with Felecia Chivington and Clark Converse, Hall of Fame Chairman and last year's Hall of Fame recipient.

Charlie Smith of Populous named Associate of the Year



Associate Of The Year Recipient - Charlie Smith, Populous with Hal Porter, Associate of Year Chairman.

Charlie Smith of Knoxville, Tennessee is a "fixture" at all of the Florida Federation of Fairs conventions. His is usually one of the first faces we see when he steps up to introduce the Keynote Speaker. Charlie and Populous have sponsored our Keynote Speaker for many years. They also purchase ads in the Faircracker and in our annual directory.

He has held workshops on Master Planning & Design and is always willing to answer questions.

Charlie served two years on the IAFE Board of Directors. He is a member of several state associations in addition to the Florida Federation.

He has more than 35 years of experience in the design, programming and master planning of mass attendance facilities, including Fairs, Exposition Centers and multi-purpose arenas in 50 states and 23 countries. He has participated in the master planning and design of two World's Fairs and two Olympic venue master plans.

Congratulations Charlie and thank you for all you do for the Florida Federation of Fairs!

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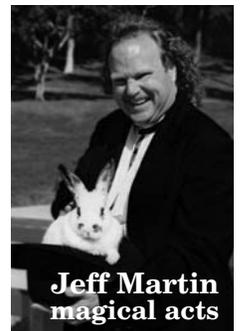
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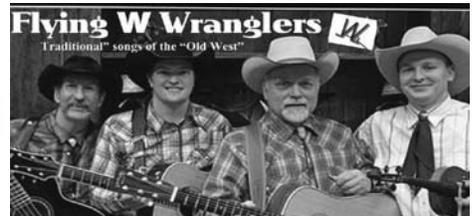
Kevin
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magical acts



Yesterdayze



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Convention News

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Friday Night Showcase Extravaganza

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President's Party

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Florida Dairy Farmers

Annual Banquet

EMC Tickets, LLC

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Educational Workshop Sessions

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Belle City Amusements

The Great Cash Give Away

See Tickets

Friday Luncheon

Miami Dade County Fair & Expo

Saturday Luncheon

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North American Midway

YPI Grant Program

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Incoming President/Hall of Fame/

Associate of the Year Reception

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Florida State Fair
Florida Strawberry Festival

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Entertainment

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North Florida Fair
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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

At right is Frank Zaitshik and his wife Melissa of Wade Shows, sponsors of the Friday Night Showcase Extravaganza.

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
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Northeast Florida Fair
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St. Lucie County Fair
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Triangle Talent

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Convention News

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 sound and lights

AND THANKS TO EVERYONE THAT DONATED AUCTION ITEMS!

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.

The Great Cash Give Away Sponsored by SEE Tickets



Above Leah Norris of the Lake County Fair keeps track of the winning names while Matt Basta of SEE Tickets looks on. At right Dan West of the Manatee County Fair draws the name of the lucky winner. Several \$50 and \$100 prizes were awarded with the grand prize of \$500 going to John Chivington of the Pensacola Interstate Fair.



A special thanks to Saffire Events for providing our website hosting and our ticket system for this year's convention. FFF Director Rita DeMier Lincoln from the South Florida Fair is pictured in the center, with Jessica Bybee at left and Jodi Buresh at right



NICA members Russ Harrison of Rudy's Inc. and Richie George of George's Fun Foods in NICA booth.

Sponsors, Richie & Judy George
George's Fun Foods



Convention News

Directory Photo Contest Winners

Pictured at right are the four winners of this year's Directory Photo Contest. From left to right: Martin County Fair, Justin Cantrell; Southwest Florida Fair, Fran Crone; Florida State Fair, Cheryl Flood; Miami Dade County Fair, Claudia Hernandez. Along with President Chivington.

The winning photos will appear on the cover of the 2017-2018 Directory to be published in the Fall.



Other entries are shown

below:



Greater Hillsborough County Fair



Northeast Florida Fair



Clay County Fair



Florida Strawberry Festival

Citrus County Fair



Past Federation Presidents

who were at this year's Federation Convention:
 Front row (left to right) Darwin Fuchs (1978 & 1979); Don Frenkel (1993); Martha Leverock (1998); Happy Norris (2004 & 2012); Clark Converse (2005); Lisa Hinton (2006); Vicki Chouris (2007); Doris Graska (2009); back row (left to right) Jeanne Keaton (2011); Dan West (2013); Gayle Hart (2014); Tom Umiker (2016).

Convention News

**This year's Trade Show featured 110 booths –
a record high for this event
Thank you to these companies for their participation**



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KANDU MAGIC SHOW
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KARI & BILLY
KID KJ PRO MINI MONSTER TRUCKS
LAFAYETTE TENT & AWNING
LARRY'S OLD TOOLS
LEE ANDREWS PRODUCTIONS
LIGHTNING WIRELESS SOLUTIONS

BILLY LINDSEY
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MONSTER TRUCK DESTRUCTION TOUR
NANCY ROTH VENTRILOQUIST STATUE
NATIONAL INDEPENDENT CONCESSIONAIRES
ASSOCIATION (NICA)
NICKS KIDS SHOW
NORTH POLE PRODUCTIONS
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OLER PRODUCTIONS
PARLAY MUSIC GROUP
PAUL BUNYAN LUMBERJACK SHOW
PITTMAN MAGIC, JUGGLING, AND COMEDY
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RUST & FLAME BLACKSMITH
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SAFFIRE
SALLY ANN AMERICA'S COUNTRY DARLIN '
SALTO ENTERTAINMENT
SCOTT'S MAGIC SHOWS
SHAWNEE SERVICES, INC.
SHENANIGANS COMEDY SHOWS, INC.
SHOW ME SAFARI PETTING ZOO AND PIG RACES
SMALL BUT MIGHTY (FUNNY) PRODUCTIONS
SOLUTION ACTION MOTOR SPORTS
SOUTHEASTERN REPTILE RESCUE
TBA COMMUNICATIONS
TEAM ROCK MINISTRY
TECH-TRONICS
TEENY WEENY CIRCUS
THE MOOGICIAN
THE ONE MAN BAND AND SON
THE VAGABOND TROUPE
TRIANGLE TALENT, LLC
TRICKY DOGS SHOW
TRINITY HERITAGE RANCH
UMS BANKING
UNIQUE IMAGES LLC
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WILLY'S WASHBOARD JAMBOREE
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WOODEN CIRCLE
WHIRLEY-DRINKWORKS!
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Convention News

Volunteers Behind the Scenes.....



Volunteers at the Registration Desk



Our Fair Industry Partners -
Michele Card, Executive
Director, NICA; Bob Johnson,
CEO and President of OABA.



NETWORKING



Workshops



Convention News

2017 Ag Awards

Category 1- Newly established or evolving program/exhibit at your fair which promotes agriculture to the fair going public

Small Fairs

- 1st Place- Hillsborough County Fair
- 2nd Place- Citrus County Fair

Medium Fairs

- 1st Place –Martin County Fair
- 2nd Place- Clay County Fair
- 3rd Place- Collier County Fair

Large Fairs

- 1st Place-South Florida Fair
- 2nd Place- Florida Strawberry Festival

Category 2-Program/event/exhibit designed to educate consumers/fair-going public of a current agriculture/fair industry challenge.

Small Fairs

- 1st Place- Citrus County Fair

Large Fairs

- 1st Place- South Florida Fair

Category 3- Non-Fair agricultural related event/program which is produced or co-produced by your Fair.

Small Fairs

- 1st Place-Hillsborough County Fair

Large Fairs

- 1st Place- Florida State Fair
- 2nd Place- South Florida Fair



2017 Convention Scholarship Winners

Zone 2

- Susan Hilton, Montgomery County Ag Fair
- Dr. Michael Lariscy, Coastal Empire Fair

Florida Fairs

- Annabelle Manners – South Florida Fair

YPI Scholarship

- Jacqueline Stough – Central Florida Fair
- Bill McNeal – Greater Jacksonville Ag Fair
- Jessica Nelson – St. Lucie County Fair

IAFE Institute Scholarship

- Paige Poole – South Florida Fair



Felecia Chivington presenting a check to Harbor House Representative Michelle Sperzel, CEO



YPI - Scholarship winners



YPI Grant Winner - Central Florida Fair



YPI Grant Winner - Hillsborough County Fair



Florida Fair Convention Scholarship Winner - Annabelle Manners, South Florida Fair.



Paige Poole, South Florida Fair, winner of the IAFE Institute Scholarship with Felecia Chivington and Bill Olson.

Convention News

Convention Showcases

Showcases are a big part of the Federation Convention. Thanks to all our Associate members that provided showcases.



Showcase Emcee
Greg Thompson



A little fun with Jeanne Keaton and Paul Davis as they perform with Sylvia Fletcher.



Greg Messick with the Hillsborough County Fair rocking with the showcases.



Roundtables

- Brainstorming
- Online Marketing
- Use of metal detectors
- Cookies & Milk Fundraiser
- ID & background checks
- Dark days—pros & cons
- Campgrounds
- Fair time labor, volunteers
- A new twist on photography contests
- FDACS—update
- Ticket Controls and more.....



Florida Fair News



We had good weather all week for the 1st time in a while. We were up on exhibits and sold out of space. The Campground was full. All of this was a blessing.



Matt's Family Jam & Danny Grant

tremendous. The buyers always support our youth in the shows and sales.



Belle City, as always, provided an exciting week on the Midway with many specials.

The entertainment included: Kachunga, Matt's Family Jam, Sally Ann, The Danny Grant Show, Red Dragon Laser Tag and a host of local talent. We know everyone enjoyed this year.

Our special contest were also lots of Fun! We had: Public Speaking, Pie Eating, Cross Cut Sawing, Karaoke and children's games. It's amazing how much fun we had with our young people.

The Fair would also like to Thank all our many volunteers, They are a huge part of our success.

The 2018 Truck and Tractor Pull is January 26 & 27. The 2018 Fair is March 26-April 1st. Mark your calendars now! Come join the Fun!



Wayne Howard, manager of the Firefighters Indian River County Fair (right), and Steve Graul, Assistant Manager, (left) during their Fair.



This is what it's all about - our youth!

Jim Strates with Strates Shows; Wayne Howard, Manager of the Firefighters Fair; and Lisa Hinton Executive Director of the Florida Federation of Fairs during the Firefighters Fair.



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Fairly Important Matters

A Note About Security

By: Tim Lovett, Florida Strawberry Festival Security Manager

Fairs and festivals continue to be a time-honored tradition in many of our communities across the state. We at the Florida Strawberry Festival and all of us within our Federation find great joy in welcoming visitors from near and far to enjoy the event we have arduously created for them. We all love to see our attendance numbers grow, knowing that more people than ever are spending time with friends and family. However, the blessing of higher attendance also brings a higher likelihood of security threats that none of us in the industry can ignore.

We at the Florida Strawberry Festival are beyond grateful that we have never had a serious security threat. But we are working to create an offensive strategy to deter dangerous activity and would like to share with you some important steps we have taken in the last several years to ensure the safety of our patrons.

According to security experts, the greatest security breach we are likely to experience is an unauthorized vehicle planning to strike patrons, plant explosives, etc. With this in mind, we have initiated the following security standards with regard to vehicles:

Metal bollards were installed on the perimeter of the Kiddie Korral (the area we saw as the greatest threat) to stop any vehicles driving through fences. Eventually, metal bollards will be installed throughout the entire perimeter of the grounds.

All vehicles entering the grounds must be registered with the administrative office in order to drive onto or remain on the property. Registered vehicles are issued a sticker indicating that vehicle's level of access. Operators of registered vehicles must be legally licensed.

All vendor deliveries must be made via vendor access gates.

Prior to any vehicle entering the grounds, proof of auto insurance must be provided.

Naturally, we had some bumps in the road as we worked through our vehicle security standards. But we feel confident we are on the right path to knowing when and why every single vehicle is on our grounds. In addition to vehicles, we use the following security measures with regard to personnel:

Patrons are wanded for metal objects upon gate entry based on a standard decided by the security manager (every fourth person, during a specific time frame, every patron, etc.). The standard may be changed periodically but should be consistent at every gate. All bags carried by patrons are searched prior to gate entry. Identification badges are valid only for the time period issued and must be turned in or destroyed upon expiration.

All vendors and other personnel entering the grounds are subject to the same security measures as patrons and should give full cooperation to security personnel – i.e, scans, package inspection, credential checks.

As is true for us all, security is absolutely our No. 1 concern. While the Festival is open, we lose sleep over the thought that our patrons could be harmed by any senseless or evil act. It is our duty to exhaust every effort in securing the safety of all patrons, and this is why we have gone to such great lengths to secure our grounds.

I encourage every one of our Federation members to please share with us any new techniques, technologies, or information you become aware of. Let's continue to work together in making all of our events better in every way and, most of all, more secure



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Florida Fair News



Happy Norris, grinding corn at the Lake County Fair!



Associates gather at home of Neal Snyder's... Firefighter Show for annual pre-Lake County Fair dinner!!



Tasha Hyder with the Clay County Fair enjoying a visit to the Lake County Fair.



Volusia County Fair folks visiting the Lake County Fair.



Greg Bean with Special Event Engineering and Happy Norris, Manager of the Lake County Fair taking a ride.....



Michael Parks owner of Paradise Amusements and Happy Norris during the Lake County Fair.

Visiting the Lake County Fair - Danny Grant - Cowboy Circus, Greg Bean - Special Event Engineering, Stacey Wade with the and her intern, Jacki Stough.



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Florida Fair Appreciation Reception



Kathy Ross with NICA and Associate Director for the Florida Federation visits with Charlie Smith, Populous and new OABA Board member, and Lisa Hinton with the Federation.



Doyle Carlton III, Chairman of the State Fair Authority (center), visits with Wayne McCary formerly with the Big E and now on the OABA Board (left), and Rick Vymlatil, Executive Director of the South Florida Fair and 1st Vice Chair of the IAFE.



Jay Strates with Strates Shows and 2nd Vice Chair of OABA, Bob Johnson, President and CEO of OABA, along with NICA staff, Christina Arriaga, and Michelle Card, NICA Executive Director.



Cheryl Flood, the new Executive Director of the Florida State Fair welcomed the guests to the 1st Florida Fair Appreciation Reception.



The Greater Jacksonville Ag Fair group with (l to r) Gayle Hart; Becky Brashear, IAFE; Linda Hartenstein; Alan Hartenstein; Faye Stephens; Tom Stephens; and Martha Leverock.



(l to r) Mark Harvey, Manager of the North Florida Fair; Jay Strates, Strates Shows; and George Kolias, North Florida Fair.



SanDee O'Brien and Tim O'Brien with O'Brien Food Services, Brian Keller, with the Florida State Fair, with Happy Norris and Leah Norris from the Lake County Fair.



From the Southeast Public Market Fair (l to r); Sabrina and Shelby Lowe, Terrence Davis, and Regina Williams.



Lynn and Ray Touchton with the Suwannee County Fair.



(l to r) Marla Calico, IAFE President; Kathy Ross, NICA; Terry Atchley, Hardee County Fair; and Becky Brashear, IAFE Chair.



Penny and Randy Buckles with the Flagler County Fair.

Florida State Fair Hosts 1st Florida Fair Appreciation Reception

On February 9th, Cheryl Flood, Executive Director of the Florida State Fair, and Doyle Carlton, Chairman of the State Fair Authority, hosted the 1st Florida Fair Appreciation Reception. The concept for the reception was to extend a warm welcome to all the Fairs in Florida as well as IAFE, NICA, and OABA which are all in town opening week of the Fair for their national meetings. There were 17 Florida Fairs represented which was an overwhelming turnout in the middle of Florida's busy spring fair season. Also joining the group were 32 guests from the Robeson Regional Ag Fair in North Carolina.

Over 100 people attended the reception which kicked off at 9:30 am in the Special Events Center of the State Fair. Cheryl welcomed all the groups and expressed her appreciation for their participation. She gave the group a quick presentation on the State Fair and the exciting new events that would be happening. Frank Zaitshik with Wade Shows also welcomed the attendees and talked about the midway as well as the new Midway Sky Eye, the largest portable wheel in North America, which would be opening within a few days. Marla Calico, President and CEO of IAFE, expressed the group's appreciation to Cheryl for her efforts to bring all the Fair Partner's together for such an event.

A special thanks to
The Amish Baking Company
 For providing the donuts
 and
Southeast Milk
 For providing the milk
 For the Florida Fair Industry Appreciation Reception.

Florida Fair News

Florida Strawberry Festival



PLANT CITY, FLORIDA

By: Paul Davis,

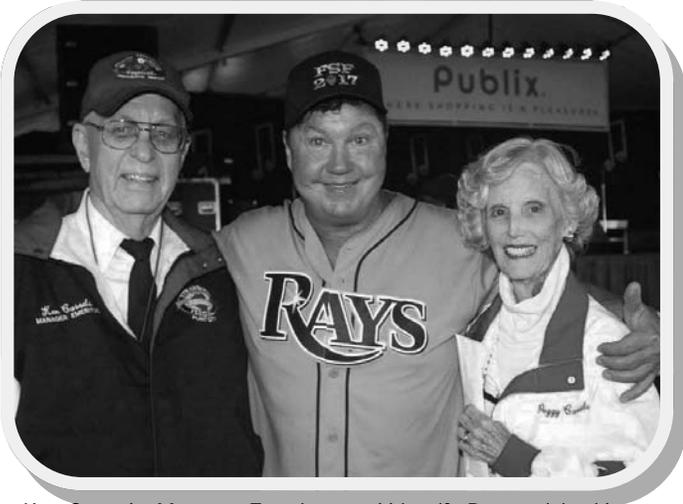
Florida Strawberry Festival

We're grateful that this March we got to celebrate 82 years of the Florida Strawberry Festival and all that it has contributed to Plant City's economy, tourism and the spirit of our people. Our 82nd event

was a special one. Every Festival is enjoyable to me, but this one in particular was alive with celebrations of tradition and plans for a bright future.

While the Festival is over for now, we have had a busy spring. Four days after the Festival ended, we officially broke ground on our state-of-the-art soundstage seating area. Once completed, we'll have about 2,000 additional seats with better views, easier accessibility and an overall more enjoyable concert experience. The project has been in the back of our minds for many years, and now is the right time to bring it to fruition. Construction will likely continue through the beginning of next year with the goal of having it ready for the 2018 Festival. We look forward to keeping you all updated on the project and how it will impact our Festival.

We continue to learn more with each Festival about how we can improve security, the customer experience, public relations, our branding and more. We hope to extend to you all the knowledge we continue to gain just as you have done for us over the years. We are thankful for the cooperation of all our members; you too have had a hand in the workings of our Festival, and we appreciate your contributions. We look forward to seeing you all soon at Summer Workshop!



Ken Cassels, Manager Emeritus and his wife Peggy visit with Dennis Lee at the 2017 Strawberry Festival

We have many traditions at the Festival, but one of our biggest crowd favorites is none other than the Dennis Lee Show. Dennis has been entertaining our Festival-goers since 1986, and we're confident they would protest in the streets if he wasn't here. He has made a strong connection with our people, specifically with special needs students in our city. This year, Dennis celebrated his 1,000th show at the Festival, and it was a great party! Many Festival directors and staff were on hand along with Dennis' biggest fans – students from Plant City High School's Best Buddies program. We had the honor of presenting Dennis with a commemorative copy of our newly released history book, in which he is included, and congratulating him on 1,000 shows of laughter, joy and helping people retreat from the world for a little while. We hope he is here for 1,000 more shows!

In every way, we were truly blessed all of our 11 days. We welcomed 540, 628 guests from near and far. We hosted 24 headline entertainers, including Willie Nelson who sold out, along with 25 on-grounds entertainers, 85+ rides, 7 youth livestock shows and around 400 concessionaires and arts and crafts vendors. Our midway reported the highest sales ever recorded here, and our vendors brought us new concoctions such as Strawberry Shortcake Burgers and Deep Fried Strawberry Cheese Bursts, all of which our patrons and media partners "ate up."

We are thankful that the 2017 Festival was one that we would consider a great success. However, we cannot take credit for the safety, the numbers, the positive feedback or anything else. Our immediate Past President Dan Walden instated a practice for our Festival in which we prayed before every committee meeting and board meeting. We ask for God's blessing, His hand of protection over our event and His guidance in making decisions that are pleasing to Him. We believe this practice of seeking Him and recognizing Him as head of our event has made a tremendous impact, and we encourage every fair across our state to do the same. If done with sincere hearts, it will impact your event and every person involved.



Volunteers are a very important part of making the Festival so successful!



Great night during the Florida Strawberry Festival. ..(l to r) Kelsey Bridges, Lee Bakst, and Ellany Johnson with the Festival.

**ACTIVE SHOOTER
WORKSHOP
MAY 18, 2017
OSCEOLA COUNTY
FAIRGROUNDS**





Florida Fair News



in-

MIAMI-DADE COUNTY YOUTH FAIR & EXPOSITION CELEBRATED 66 YEARS WITH A SUCCESSFUL 21-DAY RUN IN 2017

The Miami-Dade County Youth Fair & Exposition recently celebrated its 66th anniversary with a successful 21-day run, which featured an exciting entertainment line-up, along with more than 60,000 competitive student exhibits, new rides, new foods, several new areas, new equestrian events and even a new way to pay, ride and play.

The Youth Fair & Exposition has a longstanding tradition of supporting south Florida agriculture and horticulture industries. This year, fairgoers were treated to a newly revamped World of Agriculture area, now called The Barn. Guests could see more



than 100 breeds and varieties of livestock, animals and poultry, plus enjoy the new Howdy's Barnyard, an interactive fun area showcasing dairy cow milking, the importance of bees in agriculture and the fascinating world of goats. Youth Division English, Western and Paso Fino equestrian competitions also took place for the first

time at The Barn, as well as the South Florida Trail Riders Parade of Breeds. Due to the success of the annual Ranch Sorting Championship, it was expanded this year to three days, with teams coming from all over



the United States to participate in the highly-regarded competition.

The Garden, a new horticulture area, was designed for guests to take a break and recharge during their visit, while enjoying beautiful landscaping exhibits designed by students. Students also played a key role in other areas of The Youth Fair & Exposition, with robotics, Vex IQ, Digi Con, along with several new student competitions taking place, which drew tens of thousands of students from all over Miami-Dade County.

Numerous brand new food concepts were part of more than 178 food and beverage locations throughout The Youth Fair & Exposition fairgrounds. Some of these included the new Cheesy Fried Enchilada Funnel Cake, which won the 2017 Foodie Award for Best Tasting, Polar Bear Ice Cream's Kettle Korn Pop, winner of the 2017 Foodie Award for Most Unique. Other finalists

cluded Asian Munchies with their Fried Tempura Oreos and Banana Nutella Eggrolls, Alaskan Soda Jerk and the Hass Avocado from Louisiana Grill, to name a few.

The 2017 Miami Youth Fair & Exposition featured nearly 50 games and 100 thrilling rides, including the new Charlie Chopper, Bulletrain Roller Coaster, Vertigo and Rock 'n Cars Bumper Cars. An exciting new way to pay was introduced at this year's Youth Fair & Exposition offering fairgoers a better way to play and pay with the Magic Money Wristbands. This paperless ticketing system was introduced and allowed guests to simply purchase a reloadable wristband and scan it to play or ride.



"Our community is extremely diverse, but for 21 days, The Miami-Dade County Youth Fair & Exposition serves to unite people of all ages and backgrounds through music, food, rides exhibits, animals and so much more," said Bob Hohenstein, president and CEO. "We are proud to have served our community for the past 66 years with so many programs, scholarships and initiatives and look forward to an even better 2018 Youth Fair & Exposition."

Part of the new entertainment this year included the Xtreme Chinese Acrobats, Robo Cars, Them Sweeny Boys, acts at the Royal Hanneford Circus, Special Head, Celebrity Meet & Greet, Battle of the DJs featuring DJ Laz, plus concerts by Jacob Forever, J Alvarez and Skillet.

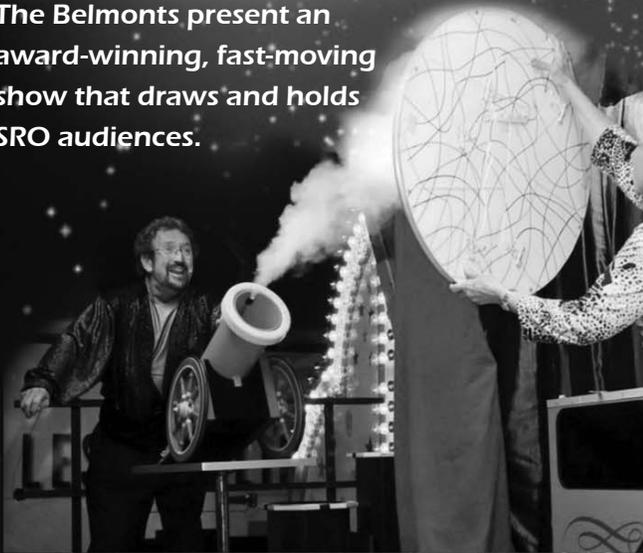
The 2018 Miami-Dade County Youth Fair & Exposition runs from Thursday, March 15 – Sunday, April 8, 2018, except March 19-20 and April 2-3, at Tamiami Park, which has been its home for 45 years, located at Coral Way (SW 24th Street) & SW 107th Avenue. For more information, call 305-223-7060 or visit www.fairexpo.com.



It's always great to see our Past President Darwin Fuchs and his wife Mimi - pictured here with Julie Blanco, Director, Administration & Compliance and also Claudia Hernandez-Maltes, Director, Marketing & Entertainment from the Miami Dade County Fair.

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Florida Fair News

The Heart of Florida



“70 Years of Home-spun Fun!”

The 70th anniversary of the Pasco County Fair, held from Feb. 20th through Feb. 26th got off to a less than perfect start. For the first time in recent memory, the schools were not closed on President’s Day, forcing us to cancel our opening day parade. This resulted in a drop in attendance for what had historically been the second best day of the fair by a whopping 45%. Adding to the bad luck, rain and strong winds on Wednesday put the fair at an even larger deficit. By the end of the week, thanks to great weather and the largest Friday night in the history of the fair, we finished only 13% down from last year. As many of you know, it could have been much worse.



Clark Converse, Manager of the Pasco County Fair.

Our entertainment line-up was revamped this year and with the exception of the ever popular Robinson’s Racing Pigs, Matt’s Family Jam, and Sally Ann “America’s Country Darlin”, it was all new. The Axe Women Loggers of Maine, Lizzy the Dream Girl, Fritzzy Brothers One Man Circus, The Barnyard Review, and Tom Umiker’s All About Ag rounded out the daily schedule.

The youth livestock shows broke records this year and the PRCA Championship rodeo was once again very popular. Added this year on Sunday was the Cowboy Mounted Shooting at the rodeo arena. It is no

small feat to put these events on, because they are held at the motocross track, which has to be leveled for the week and restored to the motocross course three days after the fair.

Youth exhibits of all kinds, from art & photography to horticulture, were plentiful. The auditorium was filled with pageants, talent shows, and new this year, a karaoke competition. On Wednesday, in spite of the rain, a large crowd listened to the bluegrass music of the Little Roy and Lizzy Show and on Thursday, a packed house was uplifted by the gospel renderings of The Sound and The Triumphant Quartet.

We are extremely blessed to have experienced the strong finish to what could have been a disaster and excited to see what the 71st Pasco County Fair will bring in 2018.



The picnic tables in the food concession area are extremely popular



Tom Umiker and Jim Ward during the Pasco County Fair.



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Florida Fair News

Kissimmee Valley Livestock Show Welcomes New Staff

KVLS, the 501c3 Non-Profit responsible for organizing the annual Osceola County Fair, has welcomed two new team members. General Manager, Miranda Muir is “excited for the new changes and to start planning for 2018 with a fresh new perspective.” With the support of the KVLS Board of Directors, Muir recently restructured the administrative team and hired both a new Director of Special Events & Education as well as an Administrative Assistant.

Stacey Wade of Winter Garden will join the team in May as the Director of Special Events & Education. Stacey comes with 15 years experience as the Director of Competitive Events & Education at the Central Florida Fair in Orlando. Ms. Wade was responsible for developing and managing the agricultural and educational programs. In 2017, she also had the opportunity to redesign and redefine the Arts and Culinary Program including producing the Waste 2 Wonder competition, a successful youth fashion show and an interactive Farm to Table Exhibit. Ms. Muir stated, “Stacey brings a wealth of experience to our event and her dedication to the promotion of agriculture and education of area youth sets her apart in her field.”



Stacey Wade

Jacquelyn Santiago has formerly worked for KVLS as a temporary employee each year during Fair time and during the 2017 event went above and beyond helping to fill roles in a variety of areas. A long time 4-H parent and volunteer, Mrs. Santiago has a wealth of knowledge regarding KVLS and the programs they support. She will now be filling a permanent role as the Administrative Assistant working throughout the year to support both KVLS Members and her fellow staff.



Jacquelyn Santiago

Miranda Muir commented, “Our new team is already hard at work planning for upcoming events, making improvements, and most importantly getting ready for the 2018 Osceola County Fair. I am confident both our Membership and Community will be pleased with the forward progression of our 70+ year old organization.” The mission of KVLS has always been to promote and support agriculture and with the new team in place, Muir indicated there will be a renewed focus on the heritage and traditions of the organization, including their agricultural roots. “We want to stay new and fresh, but it remains of the utmost importance to continue our educational mission and teach the next generation about the importance of agriculture in our daily lives.” Ms. Muir has been the General Manager since 2013, and the Fair continues to see growth and positive change under her leadership.



Santa Rosa County Fair promotes agriculture, arts

By Alicia Adams

Santa Rosa Press Gazette

MILTON—The Santa Rosa Fair supports local agriculture, continuing a 26-year tradition.

“A fair is a place that bridges the gap between agricultural research and agricultural extension to the broad-based general public,” said Kyle Holley, United Way of Santa Rosa County’s director of development.

Fair associations are as old as the state itself and described in Florida Statutes. A fair’s job is to expose the public to things that are agricultural, and to communicate those aspects, according to the statutes.

The Santa Rosa County Fair, which targets families with young children, aims to educate residents on farm to table and closet principles.

Santa Rosa County is particularly sensitive to the clothing element because the area grows a lot of cotton. Annually, \$64 million in revenue reportedly come from cotton and peanuts produced here.

All of the fair’s workers are volunteers, and members of the board of directors are actively involved in every aspect.

The fairgrounds’ total area will be 20 acres, and currently includes three new livestock barns, the midway and the June Ates Arena. There will be a new exhibit hall, to showcase local artists, projected at 10,000 square feet, as well as a stage for musical performers.

The complex’s north end is known as the Santa Rosa County Agri-Plex. The state’s grant is helping to fund the second component of the Agri-Plex, the Santa Rosa Fairgrounds.

The midway is located on a grassy area cleared last year.

The complex’s south end is East Milton’s recreational park, and the June Ates Arena is within the park’s boundary. The arena was the “first phase” of the Agri-Plex, according to Holley.

The fair is currently in the transition phase. Since last year’s event, organizers have spent \$150,000 on infrastructure and \$7,500 on youth

programs — checks were written to kids in the form of “premiums,” or cash rewards.

The amount spent on infrastructure came from a \$643,000 grant; the money for youth programs came from the sale of food and beverages. According to the board of directors, within the next five years, more money will go into youth agriculture and arts programming.

“This is something we hope to build on, so kids have a sense of pride in things that they make,” said Jada Nicholson, a member of the board and overseer of arts exhibits. “There’s not a lot of outlets for that anymore, and they like to show off their talents.”

Most of the fair association’s funding comes from state grants. A qualified fair association can receive legislative appropriations for construction of agriculture, education and promotion facilities.

Statutes require Florida fairs to show all of local youths’ talents, including arts and crafts, as well as their livestock skills. The Santa Rosa County Fair emphasizes livestock.

“We want to highlight what we’re doing,” Holley said. “We’re just focused on us getting a great introduction and good experience to young families with young kids, and then providing an avenue for middle school and high school kids to show their work.”

The Santa Rosa County Fair Association, as a private not-for-profit organization, manages the county property, runs programs and produces events.

“It’s a very nice fair. I love it a lot,” said Zena Carpenter, a singer who performed Saturday afternoon. “It’s not too weird, and there’s a nice family atmosphere.”

The fair is held during spring to celebrate the last frost and the time to start planting.

In addition, “We intentionally bring a variety of poultry to expose the small minds to the fact that there’s just not one kind of chicken,” said James Blum of the Panhandle Poultry Club. “It gets kids involved and keeps them out of trouble.”

“It’s cheaper to raise chickens from the time they are chicks, as opposed to horses or cows. But it still keeps them involved.”

“I enjoy making kids happy,” Charlene Ford, a member of the board of directors, said. “I get involved first of all, for the community. There’s not a lot of things for people to really do in Milton, and so I get involved and try to make everything as budget friendly as possible. There’s a handful of us who put it together, and our volunteers are very much appreciated. “You have to want to do it. We have a good group.”

Thank you to our wonderful partners in Florida and Zone II!



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IAFE News



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Great to have Rachel Stuetsman with IAFE and Becky Brashear, Chair of IAFE join us.



YPI STEERING COMMITTEE

Miranda Muir, 2017 Vice Chair
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YPI Update—Miranda Muir



YOUNG PROFESSIONALS INITIATIVE

FLORIDA FEDERATION OF FAIRS

YPI Hosts Successful Charity Drive

The Florida Federation of Fairs YPI Committee held another successful charity drive during our 2017 Convention. The group raised \$2,700 in cash and approximately \$1,500 in goods for the Harbor House in Orlando. The Harbor House is a network committed to helping victims of domestic violence. Their CEO, Michelle Sperzel, was on hand for the Annual Awards Gala and was extremely excited to be the recipient of this year's donation (see photo on page 20). The YPI Committee would like to thank EVERYONE who donated. Every dollar counts and every donation adds up to make a huge difference in the lives of those who need it.

The YPI also hosted the first Mix n' Mingle event. A big thank you to Nicole Jones of St. Lucie County Fair and Suzanne Holcomb of the Hillsborough County Fair for planning such a fun night. Individuals of all ages attended the event at Splitsville in Disney Springs. Everyone was encouraged to bowl and join the fun, but the venue also made for a great place to simply mingle and get to know new people. Additionally, the event raised an additional \$200 for the YPI Charity Drive.

Finally, the YPI, with the support of the Florida Federation of Fairs Board of Directors and the sponsorship of Jeffrey Allen, Inc. presented two, \$500 Grants or community service projects planned and presented by Young Professionals connected to our annual events. This year's

recipients were The Central Florida Fair who hopes to continue their Guinea Pig project with local intercity schools, and the Greater Hillsborough County Fair who is again planning an annual Community Service Day and will use the funds to purchase supplies and tools needed such as rakes, shovels, gloves, trash bags, and paint.

The Florida Young Professionals Initiative was modeled after the IAFE's group of the same name, encouraging individuals under 40 to become more involved in the industry and providing a network of individuals to help with growth and development. If you would like to receive email updates regarding the committee's upcoming activities and events, please send your contact information to Miranda Muir at miranda@osceolacountyfair.com.



YPI Central Florida Fair 2017 Grant winners - Gaines Pig Project

The Guinea Pig Project has come to an end, so proud of these kids for seeing this project through!!! And we had winners...two blue ribbons, a red ribbon, two Best of Breeds, and a Reserve Best of Show!!!

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Florida Fair News



Jon Neuhauser, Manatee River Fair Association President for 2016 & 2017 (on left) congratulates Pat Kennedy as the newly elected President for 2018.

The Manatee County Fair is definitely underway with preparations for the 2018 fair. Our fair dates for next January are the 11th through the 21st. The theme which was selected by the fair board in May is “Good Food, Good Rides, Good Times”. The fair directors have their new committee assignments and meetings are scheduled.

During the summer months there will be a lot of activity on the fairgrounds in the way of cleaning and painting of buildings including the Mosaic Arena. At the annual meeting in May, the following were elected to serve as officers of the Manatee River Fair Association, Inc.: Pat Kennedy, President, Gerry Wolfe, Vice President, Dianna Baker, Secretary, Jim Parks, Asst. Secretary, Patrick Bryant, Treasurer, and Hugh Taylor, Asst. Treasurer. Also, our board members who attended the Florida Federation of Fairs Convention wish to thank everyone who made the convention a great success and a wonderful learning event for all of our directors!

Mix & Mingle at Splitsville

YPI sponsored a fun evening of bowling Wednesday night to kick off the fun! Even after a hard day on the golf course many were ready for a good time at Disney Springs.



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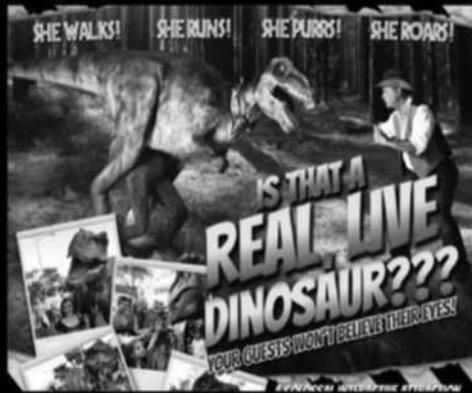
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Florida Fair News



The 2017 Florida State Fair, the first event with Florida State Fair Authority (FSFA) Executive Director Cheryl F. Flood at the helm, closed on February 20 after a successful – and sunny(!) – run. Unaudited numbers show the Fair ending with an 11.4 percent increase in attendance over 2016 and record-setting gate and midway revenue.

In all, 440,718 individuals visited the Fairgrounds in Tampa during the 12 days of the Fair – the highest attendance number in the past five years. Revenue from both Midway and admissions were at all-time highs.

“I am so excited we were able to share the Fair with so many fellow Floridians,” said Flood, who assumed her position in September. “Our staff worked very hard to create a positive experience for all. And we were blessed with wonderful weather – including a sunny opening day!”



At the State Fair Opening Day Luncheon (left to right) Lisa Hinton, Marla Calico, Paul Davis, Sandee Sytsma, Becky Brashear, Doyle Carlton, Chairman of the State Fair Authority and Linda Syfrett, State Fair Authority member.

Flood placed a renewed focus on family entertainment and the Fair was marketed specifically to families with children, as well as other demographics in print broadcast and digital media.

Flood was encouraged by the increase in attend-

ance and is hopeful that this trend will continue as well as retain our robust revenue stream.

The 2017 theme was “Picture Yourself at the Fair,” which emphasized all of the unforgettable moments waiting to be captured at the Fair. Reinforced in advertisements with the use of filmstrips filled with images of rides, food and attractions, on social media with the assignment of a special hash tag and invitations to share photos on Facebook, Twitter and Instagram and throughout the grounds with “Snap Stops” for photo ops in a variety of whimsical Fair scenes, the theme was embraced by fair goers, the media and sponsors.

Special promotions for 2017 included a Salute to Heroes Day on Opening Day with free admission for military personnel and first responders; 4-H and FFA Days with free admission for student members; Seniorific Days with special discounts and programming for those aged 55 and older; a Valentine’s Day special including complimentary breath mints and 2-4-1 rides on the Midway Sky Eye (perfect for a smooch at the top); Grandparent’s Day with coloring books and magnet frames giveaways and Library sponsored story times; The Fair Cares – Non-profit Appreciation Day with a can coozie giveaway and raffle for a \$1000 cash prize split between a nonprofit and individual member.

There also were Student Days with free tickets to regional school districts and discounts including a \$5 after 5pm promotion on the second Friday and a \$20 Family Fun Pack on the final day.

The featured attraction for 2017 was Sweet: A Tasty Journey, an interactive exhibit utilizes a blend of traditional and modern educational tech-

niques to explore candy’s history and role in popular culture. The exhibit included a giant Candyland game perfect for fun photo ops, a “beanboozled” taste test challenge (grass flavored jelly beans anyone?) and iconic art rendered in assorted candy.

Other new attractions included Sea Lion Splash, K-9s in Flight (a high-flying dog act), the Winter National Championship Lawnmower races, a 28-foot coloring wall and children’s Meet and Greets with Peppa Pig and her brother George as well as Shopkins characters Kooky Cookie and Apple Blossom.

Fair favorites such as Circus Hollywood, Giraffic Park Exotic Menagerie, Welde’s Big Bear Show, the Budweiser Clydesdales, Draft Horse Pull and the Mooternity Ward and petting zoo were back for return engagements. And Mildred W. and Doyle E. Carlton, Jr. Cracker Country was once again open to the public during the Fair.

Musical guests included the Roots & Boots Tour with Sammy Kershaw, Aaron Tippin and Collin Raye, an all-star line-up that catered to both hardcore country fans and those who simply enjoy great music. Shalyah Fearing of Hudson, FL, an alum of NBC’s *The Voice* who went on to earn a place in the top 8 semifinals in Season 10 performed showing off her powerhouse vocals to a crowd and GRAMMY-nominated Christian band Building 429 spread their message. And the ever-popular Country Gold tour once again performed to a capacity crowd.

The Florida State Fair boasted the largest Midway in the nation this year and featured a new, improved Super Slide that replaced the iconic slide damaged in high winds in 2015. The Super Slide originally was commissioned for the 2014 NFL Experience in Times Square. Purchased through Rides 4U, the slide is 60 feet tall and 180 feet long and boasts an LED package that gives off a spectacular light show at night. The Fair also debuted the Midway Sky Eye, North America’s largest travelling Ferris Wheel. The giant 155-foot tall wheel was equipped with 36 gondolas holding six persons each. Riders could see more than 15 miles from the top. Adam H. Putnam, Florida’s Commissioner of Agriculture and other local dignitaries and FSF Board members were on hand to cut the ribbon and take the inaugural ride.

As always, the Fair-time culinary creations tempted many Fair patrons to put their diets on hold. The Cheesy Fried Enchilada Funnel Cake, a savory take on a sweet classic, was voted the People’s Choice Fare Favorite. Kettle corn ice cream, Steak Sundaes, White Cheddar and Bacon Pretzel Dogs and Nutella Oreos also beckoned.

Agriculture remains an important aspect of the Fair experience, and no one is more proud of that emphasis than Doyle E. Carlton, III, FSFA Chairman.

“Agriculture is at the heart of what we do,” said Carlton. “On the final day of the Fair we crowned our new Champion of Champions, Ainsley Peterson, a young lady from Mayo and showcased thousands of youth participants from all over the state throughout the 12 days.”

“Our barns and buildings including Salute to Agriculture, Florida Fish and Wildlife Conservation, Florida Ranching Exhibit and the Agriculture Hall of Fame were filled with the best that Florida has to offer and we were delighted to demonstrate our rich agricultural and cultural heritage to so many people,” he added.

Flood and the rest of her staff are already at work planning an even bigger and better event for next year. The 2018 Florida State Fair will run February 8 – 19.



Florida State Fair Authority (FSFA) Chairman of the Board Doyle E. Carlton III, Wade Shows President Frank Zaitshik, FSFA Director Cheryl F. Flood, Board Treasurer Linda Syfrett and Adam H. Putnam, Florida’s Commissioner of Agriculture, took the inaugural ride on the Midway Sky Eye, the tallest travelling giant wheel in North America.



Marla Calico, President and CEO of IAFE, visits with IAFE Chair Becky Brashear and Cheryl Flood, the new Executive Director of the Florida State Fair, during the Opening Day Luncheon.

Florida Fair News



Putnam County Agricultural Fair

The 67th Annual Putnam County Agricultural Fair was a great success. It was held March 17-25 and we had beautiful weather all nine days. We were very excited to open up most of our shows to our neighbors in St. Johns County since they no longer have a county fair.

We also added a new competition to our 4-H lineup this year with a Dog Agility & Obedience competition. The Dynamic Dogs 4-H club has been in Putnam County for a little more than a year under the direction of life-long trainers and instructors – a husband and wife team - that recently moved to the area. They are a motivated couple that shares their passion for dogs and training with our County. This opens up a new door for youth to participate in the Fair and we look forward to seeing this grow each year.

We continue to make improvements to our facilities and with increased attendance this year we have many projects set for completion before our 2018 fair.

Visit us online @ PutnamFairAndExpo.com. Hope to see you soon!

Hardee County Fair



The entrance gate at the Hardee County Fair. Before and after! Pretty impressive!



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2nd Annual Fair Partner's Shootout

KICKED OFF WITH OVER 3800 ROUNDS OF AMMUNITION

Thanks to the support and cooperation of many people, including NICA, OABA, and the Florida Federation of Fairs, the 2ND Annual Fair Partner's Shootout was a great success! It was a beautiful Florida day with temperatures in the 70's, sunshine, and a great day to be outdoors! With over 70 shooters and over 20 spectators and guests, the sky reverberated with the sound of over 3800 rounds of ammunition being shot at sporting clays that were coming from every angle and direction!

The concept for the Shootout started with the idea that there was a need for a networking event in February when so many of the Fair industry associations were in town for their national meetings. The Florida Federation of Fairs, NICA and OABA joined in with their support and help. All three organizations promoted the event through communication with their members.

A special thanks to Jeff and Kathy Ross with Ross Concessions who worked diligently on behalf of NICA to round up silent auction items, promote the event to potential shooters and sponsors, and assisted with all aspects of the event. As a result of Kathy's promoting the event at the Pennsylvania Fair Association meeting, we were delighted to have three teams from the PA Showmen. Thanks also to Bob Johnson who rounded up the support of OABA and those that participated squeezed it into an already tight schedule of events for that week. The Florida Federation of Fairs was also well represented with numerous Fair teams. It was also a special treat to have Marla Calico, IAFE CEO and President, and Becky Brashear, IAFE Chairman to join us for the shootout.

It was an event that novice as well as experienced shooters enjoyed and an event that will definitely become a tradition in an effort to bring a great networking opportunity to the Fair industry partners.

A SPECIAL THANKS TO OUR 2017 FAIR PARTNER'S SHOOTOUT SPONSORS - LUNCH SPONSOR: NORTH AMERICAN MIDWAY ENTERTAINMENT; CORPORATE SPONSORS: BELLE CITY AMUSEMENTS, REITHOFFER SHOWS; AMMUNITION CO-SPONSOR - THE BEST AROUND; AWARDS SPONSOR: MANATEE COUNTY FAIR; STATION SPONSORS: CENTRAL FLORIDA FAIR; CITRUS COUNTY FAIR; COMMUNICATIONS DIRECT; FIREFIGHTERS SHOW; LAKE COUNTY FAIR; O'BRIEN'S FOOD SERVICE; SPAGHETTI EDDIE'S; ST. LUCIE COUNTY FAIR; SUPER DOG-ON-A-STICK; THE SWEENEY BROTHERS BAND; UMS BANKING; IN KIND SPONSORS: ACE HARDWARE - LITHIA; LONESTAR SILVERSMITHS; PEPIN DISTRIBUTING; COCA COLA; COLLIER COUNTY FAIR; FISHHAWK SPORTING CLAYS; FL STRAWBERRY FESTIVAL; FL STRAWBERRY GROWERS ASSOCIATION; FLORIDA DAIRY FARMERS; HILLSBOROUGH COUNTY FARM BUREAU; ST. LUCIE COUNTY FAIR; HINTON FARMS; JACK AND ANN'S FEED STORE; and ROSS CONCESSIONS.

Representing the South Florida Fair were (left to right) Denise and Rick Vymlatil, Charlie and Becky Isminger, Jim Miller and Dan Hrabko.



Felecia Chivington, Florida Federation of Fairs President, presents the "High Shooter" award to Rick and Matthew Reithoffer of Reithoffer Shows.



The first place "High Shooter Team" sponsored by Belle City Amusements. Left to right: Felecia Chivington, Doug Cox, Randy Larson, Keith Holland and Gary Pike



From the Strawberry Festival, Paul Davis was trying to give Tim Lovett a few pointers on shooting (haha) while Dan Walden pulls the clay.



Enjoying the Shootout were Jay West and Dan West from the Manatee County Fair along with Greg Thompson from The Sweeney Brothers Band.



Leah Norris (left) helped with registration, while the Lake County Fair team shooters were (l to r) Tim O'Brien, Happy Norris, and Jimmy Nussbaumer.



We were delighted that Becky Brashear, IAFE Chair, and Michelle Card, NICA Executive Director, were able to join us for the shoot. (l to r) Michelle Card, NICA; Kathy Ross, Ross Concessions; Stacey Wade, Jeff Ross, Ross Concessions, Becky Brashear, IAFE Chair; and Jim Ward, Pasco County Fair.



Deggeller Shows participated in the Shootout this year with team members: Andy Deggeller; Cathy Deggeller; Jamie Deggeller; and Heidi Deggeller.



Reithoffer Shows was well represented at the shootout with team members: (left to right) Ricky Reithoffer, Rick Reithoffer, Matthew Reithoffer, and Beau Pugh.

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Fairly Important Matters



Showing off their shooting form!
Marla Calico and Stacey Wade.



Bob Johnson, OABA President (left) and Dominic Palmieri, NICA's Incoming President, enjoyed the Fair Partner's Shootout.



The Greater Jacksonville Ag Fair team consisted of (l to r): Bill Olson, Alan Hartenstein, Linda Hartenstein, Faye Stephens, and Tom Stephens.



Always great to see all 3 of our organizations represented! (l to r) Dominic Palmieri, NICA; Marla Calico, IAFE; and Jay Strates, OABA.

Thanks

To all who made the
2017
St. Lucie Co. Fair
a Success!!

Looking forward to a great 2018!
February 23 - March 4





The Florida Dairy Farmers, sponsor of the Federations Merry Moo exhibit, featured her at the Dairy Research Center in Gainesville and had a busy day with lots of people interested in the dairy industry!



Brian Keller and Fred Brown at the Florida State Fair. Congratulations on your position as the "New Fred Brown" Brian. And Fred we hope you enjoy your semiretirement though it looks like you are still working!

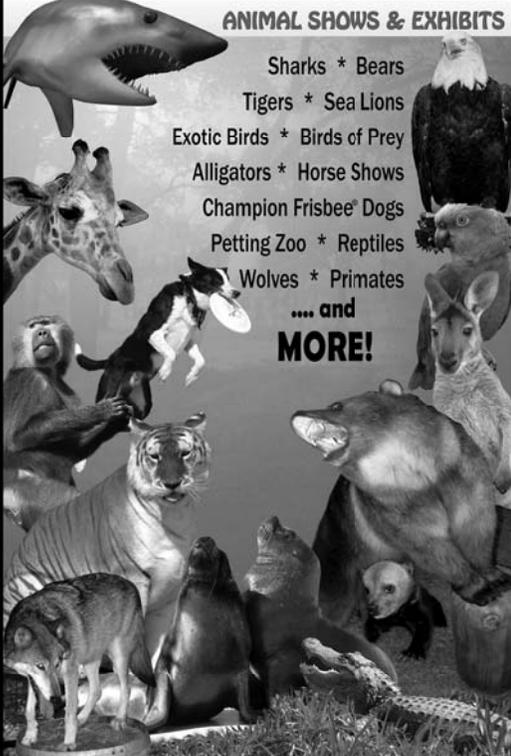


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NICA Update



National Independent
Concessionaires Association, Inc.
"Together We Can!"



By: Michelle Card

The last several months have been collaborative efforts with NICA, the Mid-West Fairs Association and the Florida Federation of Fairs Conventions with a strong focus on marketing fairs and concessions to mass and local media outlets. Much discussion was had regarding the present and future of our industry and what fairgoers want. The common denominator amongst most of these discussions was tradition.

Fair nostalgia is agreeably rooted in all of us whether it is the first fair visit of the year or the 25th. The smells, foods, rides, games laughter and memories are the same today as they were decades ago. So, what is it about fairs that is changing? The expectation of the experience is one answer. With consumers enjoying greater choice and variety in everything from food to travel to on-demand entertainment, people are increasingly expecting and demanding events that more closely match their passions and pursuits. Fairgoers expect more choices and more personalized experiences. They still want and expect the smells, foods, rides, games, laughter and memories – but they want it slightly faster and they want to be part of it.

What does this mean for the fair, concessionaire, carnival and exhibitors? It means being the "Future of Tradition." Collaborating with technology is one sure way to capture the attention of fairgoers. Social media plays a strong roll in encouraging today's fairgoer. While technology has changed the face of planning and operating a fair and created better experiences for attendees, social media has definitely had a tangible impact on marketing awareness and revenue. Social media has grown to be a major component in driving attendance at consumer events. Fairgoers can find one another quickly, and build communities around common interests and passions before, during, and after the fair. Twitter, Snapchat, Instagram, Pinterest, Storify and Facebook to name a few assist in capturing the attention of the potential audience and even more so upon their arrival. They generate excitement, encourage conversation and sharing, and build a following that can be promoted to year after year. When people "Like" your fair or food, they post a photo, video, or update to your feed and become instant promoters, driving more visits to your event page and ultimately more sales. The impact can be significant. Advertising photos of fair food (both staples and the latest unique and trendy plate) on social media capitalizes on tempting the pallet and stirring nostalgic memories.

What about the experience? One consideration to combining the experience with tradition is on-line ordering. This opportunity allows for the fairgoer to order long before they

walk the fair and arrive at the stand with instant pick-up. That experience allows for additional time to be spent at the fair and instant gratification of holding, smelling and eating their favorite fair food. Mounted TV's on stands is also a trend that allow the customer to watch how the food is being prepared in real-time – a learning experience. For fairs, the opportunity to teach a cultural dance, showcase local music and artists are a few noteworthy examples. An exhibitor who sells cookware may want to have a hands-on cooking demonstration utilizing their pots and pans.

These examples are listed to stir your mental pot and consider options that will work for you and your establishment. Do you already provide a unique opportunity to your patrons that is gaining momentum? If so, please share your ideas as we'd love to hear about them.



Sandy Class, NICA Secretary helps with one of the fundraisers at the NICA Meeting.

Together We Can be the Future of Tradition!



NICA Executive Director, Michelle Card and Federation Associate Director Kathy Ross at the NICA in February.



The Fare Food Show at the NICA Meeting in Tampa is always a popular place to be!



NICA President, Dominic Palmieri, and Kathy Ross, NICA Second Vice Chair at the NICA meeting in Tampa in February.

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Florida Fair News

Miami-Dade County Youth Fair & Exposition welcomes Mid-West Fair Association Guests

Executives from more than 40 fairs and expositions converged in April at the Miami-Dade County Youth Fair & Exposition.

The Mid-West Fairs Association set its spring meeting in Miami, where the highly successful Youth Fair & Exposition was in full swing for its annual four-week run March 23-April 16 at the Tamiami Park Fairgrounds.

As county and state fairs face growing competition from other attractions in town, the business adage that information gives a competitive edge holds even more weight in the fair and exposition industry.

Robert Hohenstein, president and CEO of the Miami-Dade County Youth Fair & Exposition, said his team in Miami must take a different approach to their event, as do many of his colleagues in the industry.

"The fair and exposition industry is faced with growing competition for its guests' discretionary entertainment dollars as well as the 'time poverty' that many families face with an overabundance of activities calling for their attention," Hohenstein said.

The Youth Fair opened two new agriculture exhibits this year – The Barn and The Garden – in a commitment to showing "city slickers" the tradition behind county fairs, even while making the exhibits relevant to how we live today.

"County, regional and state fairs must constantly seek new, exciting and innovative activities and attractions to appeal to the next generation of fairgoers," Hohenstein said. "This is critically important in

an urban setting such as Miami-Dade County as well as throughout other urban areas in the state of Florida and nationwide."

The three-day meeting included member education through the sharing of ideas, problems and solutions on topics of importance to enhance not only their respective fair, but to enhance and grow the industry.

Julie Blanco and Dick Daker, part of the Miami-Dade County Youth Fair's senior management team, made a presentation at the meeting on topics ranging from security and safety to service animals.

"It shows we're relevant in today's society. People want to see what we're doing and how we're doing it. After all, we have an amazing fair, and we're very proud of what we do," said Blanco, director of administration and compliance.

Blanco said she was surprised to learn that some of the fair executives had yet to encounter the issue of "counterfeit" service animals, in other words, animals that don't qualify under federal law to accompany an individual onto public or private property.

"We all have concessions, games and rides. And then we all have our own specific priorities and unique issues," Blanco said. "Fair visits like this allow you to see something completely different and experience how other fairs do things. When our presentations were over, so many people came up to us to tell us that they learned so much and to thank us for taking the time to be with them while the fair was going on."

"All of us in the fair and exposition business can learn from each other, and we are especially proud to

show off the Miami-Dade County Youth Fair & Exposition to so many guests from such distinguished county, regional and state fairs across America," Hohenstein said.



Julie Blanco, director of administration and compliance for the Miami-Dade County Youth Fair & Exposition, and Dick Daker, chief of security, share their knowledge at the spring meeting of the Mid-West Fairs Association in Miami.



Fritter, mascot of the Miami-Dade County Youth Fair, entertains guests from the Mid-West Fairs Association at a luncheon provided at the Fairgrounds.

TRICKY DOGS SHOW

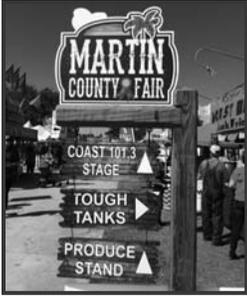
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Florida Fair News



Martin County Fair

Jay Spicer, Fair Manager



Well, the stars have aligned in Martin County.

After 30 years of talking about needing a new fairgrounds, the current Board of County Commissioners

has granted an opportunity to move the outdated 60 year old fairgrounds. The previous commission wanted to know "WHY we needed a fair in the first place."... The new commissioners have directed their staff to craft a lease moving from a 10 acre spot to a 107 acre property west of town. The current grounds are way too small. In 1959 it was probably just fine. But in 2017, located in the downtown area with no parking and limited attendance capacity, no room for horses/ demolition derby's/truck pulls, etc, the property is sandwiched between a railroad track and a highway. Traffic is a nightmare. At literally only 300 feet side to side it takes a shoe horn to squeeze a fair into it. The new property is rural, and surrounded by 14,000 acres of noth-



ing. It is 3 miles to the nearest house yet only 15 minutes from the Turnpike or I-95. Let the Adventure begin! If you have any advice, please share.



It was great to see so many of the Deggeller family at the Martin County Fair. (L to R front row) Jamie Deggeller; Heidi Deggeller Elspeman; and Lisa Hinton. (L to R back row) Andy Deggeller; Dale Negus; and James Ingram.



Jay Spicer shows off one of the Fairs 3 booths that are set up and run by the Fair.



Beautiful show ring at the Martin County Fair!



Great Ag Activities at the Martin County Fair!



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Getting to Know Our New Board Members

FRAN CRONE—Director

Fran first began attending FFF and IAFE conventions 7 years ago. She has served on numerous committees and has been a judge for IAFE Sponsorship Awards and will serve as a judge for the Exhibit Awards later this year. Her introduction to the industry was by way of the Lee Civic Center, working part time where she then saw the SW Florida & Lee County Fair take shape. Being a former assistant city manager, and an assistant city attorney, switching to the role of Fair Manager was smooth. With the help of the Board of Directors Fran set out to learn all she could. Besides conventions she has attended workshops, specialty seminars, fair trips, and the Institute of Fair Management where she will graduate in November of 2017.

Hobbies?? Spending time with family as much as possible, being silly with grand babies, and preparing meals without causing a fire alarm to go off. “My poor children grew up thinking that the fire alarm was the dinner bell, no joke.” With husband Randy they have “a wonderful blend of 3 incredible adult children and 5 awesome grandchildren, so far.”



DAN WEST—Director

Dan is a life-long resident of Manatee County and is a 1987 graduate of Palmetto High School. Dan grew up involved in the Manatee County 4-H and Palmetto High FFA Chapter. Dan is a graduate of the University of Florida with a B.S. degree in Agronomy and Ag Extension. Prior to becoming the Fair Manager at the Manatee County Fair, Dan was employed with Manatee Fruit Company and was the Agriculture Teacher and FFA Advisor at Palmetto High School for 8 years. Dan has been with the Manatee County Fair for 16 years. Dan has served as a director of the Manatee County Farm Bureau since 1997 and is a past president of the board. At this time Dan serves on the State Board for the Florida Farm Bureau.

Dan is a past president of the Florida Federation of Fairs and serves as a Sunday school teacher at the First Baptist Church of Palmetto. Dan is a part-time citrus grower and resides in Palmetto with his wife Tracy and their three sons Samuel, Jesse and Jonathan who have all helped with registration at Summer Workshops for several years.



TIM STEVENS—Associate Director

Tim is with G.L. Berg Entertainment and is a familiar face at FFF meetings and IAFE conventions. He has exhibited in the trade show, showcased several of the agency’s acts, participated in round tables, and has played in the Annual Giles Ellis Memorial Golf Tournament.

Tim’s introduction to the Fair industry came in 1976 when he and his band performed at the local county fair. So he has been on both sides of the industry. Since 1997 he has been Senior Talent Consultant with G.L. Berg. Each year Tim attends 10 or more State and Regional Association Fair Conventions. He currently serves on the board of the North Dakota Association of Fairs and on the board for the Wisconsin Association of Fairs.

The Associate of the Year Award has been presented to him by Indiana Association, Iowa Fairs, S Dakota Association, Minnesota Association and Wisconsin.

Tim and Connie have been married for 34 years, and she often travels with him. Connie is a retired educator, their daughter Jackie teaches in the Mora, Minnesota School District.



SCOT EUBANKS Florida Farm Bureau Honorary Director

Scot Eubanks joined the Florida Farm Bureau Federation in February 2009 serving as an assistant director in the Agricultural Policy Division.

Scot’s responsibilities include managing the day-to-day functions of the Florida Farm Bureau’s live-stock commodities through policy development and implementation. The livestock commodities include beef, dairy and equine. Scot oversees any issues related to animal health and welfare. In addition to his agricultural policy duties, Scot served as the County Alliance for Responsible Environmental Stewardship (CARES) coordinator from February 2009 until March 2015. He sits on the Florida Department of Agriculture and Consumer Services’ Animal Industry Technical Council. In 2016, Scot began serving as the Executive Director of the Florida Pork Improvement Group.

Scot is a 2006 graduate of the University of Florida with a bachelor’s degree in Food and Resource Economics. A seventh generation Floridian, Scot was raised on his family’s cattle ranch in Micanopy where he now resides with his wife Rachel and their three children (son Graham, 5, and twin daughters Emerie and Eisleigh, 3).





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Florida Federation Tallahassee Legislative Day

FLORIDA FEDERATION MAKES IMPACT WITH LEGISLATIVE TRIP

The Florida Federation of Fairs through the leadership of the Legislative Committee made its first trip to Tallahassee, our state capitol, to meet with our legislators about the importance of the Fair industry to our state and to our communities.

The concept began when Dan West initiated a meeting with Florida Farm Bureau last fall in an effort to strengthen our ties with other agricultural groups in Florida. During the meeting, we confirmed that Farm Bureau and Fairs have many common ties but that each should be more active in the others activities. As a result, the Florida Federation of Fairs encouraged all Fairs in Florida to join their local Fair Bureau and Farm Bureau asked our Florida Fairs to join them on their legislative trip to Tallahassee.

On The second day of this year's legislative session, 16 Florida Federation members representing the

Federation met many of our elected officials. Among the elected officials the group met with were: Senator Denise Grimsley; Senator Kathleen Passidomo; Representative Jake Raburn; Representative Byron Donalds; and Rebekah Hurd, Legislative Assistant for Representative Mike Larosa; and Shawn Hall, Legislative Assistant to Representative Joseph Abruzzo. The Federation group included: Dan and Sam West from the Manatee County Fair, Terry Atchley from the Hardee County Fair, Happy Norris and Keith Truenow from the Lake County Fair, Paulette and Don Kirkland and Keith Wingate from the Northeast FL Fair; Miranda Muir from the Osceola County Fair; Rhonda Ward, Pat Cookson, and Kathy Presley from the Collier County Fair; Clark Converse from the Pasco County Fair; Shelby Lowe from the Southeast Public Market Fair; Kathy Ross, Associate Federation Director; and Lisa Hinton, Federation Executive Director.

Our message was an easy one this year as we greeted each legislator with "we don't have any specific issues this year and we aren't asking for money, we

are here to share with you how important Fairs are to our local communities and the State of Florida." Our message included the role Fairs play in youth leadership development and animal projects as well as the service they provide to their communities serving as emergency sites for hurricanes, etc.

We left each elected official with a DVD and a flyer that documented the facts above.

That evening the Federation participated in the Taste of Florida Ag reception and distributed about 200 bags of cotton candy and boxes of candy apples donated by **Netterfield's Popcorn and Lemonade** as well as 200 bags of caramel corn donated by **Stuart Confection**. Needless to say, our booth was extremely popular!

With Florida's term limits the number of newly elected officials each year is astounding. We know how important it is to educate our elected officials about Fairs and it's even more important now as there are so many new legislators.

After the success of this trip, the Federation plans to make this an annual event.



The FL Federation of Fairs was well represented at the FL Farm Bureau Legislative Briefing Breakfast.



Representative Byron Donalds serves Collier and Hendry counties and was delighted to see his friends and constituents from the Collier County Fair.



The Federation group had a great visit with Shawn Hall, Legislative Assistant to Representative Joseph Abruzzo who represents Palm Beach County.

The "grande finale" of our Tallahassee Legislative Trip was The Taste of Florida Agriculture Reception. The Federation's booth was extremely popular thanks to the candy apples and cotton candy provided by Netterfield's Popcorn and Lemonade and the caramel corn provided by Stuart Confections!



Touring the Florida Capitol building and seeing Tallahassee from the 22nd floor was all part of our Tallahassee legislative day.



Sen. Kathleen Passidomo (representing Collier, Hendry, Lee Counties) met with our FL Federation group. She shared that her favorite fair food was roasted sweet corn. Kathy Ross tried to convince her to try deep fried Oreos. — with Miranda Muir, Lisa Hinton, Patricia Guthrie Cookson, Rhonda Ward, Kathy Vanco Ross and Kathleen Presley.

A special thanks to **Netterfield's Popcorn and Lemonade, Inc.** for providing the candy apples and cotton candy and **Stuart Confection** for providing the caramel corn for the Tallahassee Legislative Trip.

Florida Federation Tallahassee Legislative Day



Getting ready for tomorrow's Taste of Florida Reception - packing bags of cotton candy and candy apples courtesy of Netterfield's Popcorn and Lemonade and bags of caramel corn courtesy of Stuart Confections!



Thanks Florida Farm Bureau for including us in your Legislative Day in Tallahassee!



A special thanks to the Southeast Manatee FFA Chapter for all their help with the Federation booth at the Taste of Florida Agriculture Reception in Tallahassee!

MiamiDade County Youth Fair funds agriculture scholarships

MIAMI – March 3, 2017 – In recognition of the importance of agriculture to the South Florida community, the Miami-Dade County Youth Fair & Exposition proudly funds \$16,000 in scholarship awards of \$1,000 each to graduating high school seniors who pursue higher education programs in agriscience, agribusiness and agriculture.

The scholarships are awarded in conjunction with the Dade County AGRI Council. AGRI Council members judge the scholarship applications and select the award-ees.

“In light of a recent study by the U.S. Department of Agriculture that college graduates with a degree in agricultural programs are in high demand, we are pleased to be able to help support these important young people to achieve their dream of higher education,” said Robert Hohenstein, president and chief executive officer.

Winners will be announced May 11 at The Youth Fair’s Annual Scholarship Awards Dinner and Ceremony at the Fairground’s E. Darwin Fuchs Pavilion.

A total of \$150,000 in \$1,000 scholarships will be distributed at the ceremony to graduating seniors from public, private and home schools across Miami-Dade County. The blue-ribbon Scholarship Program, created in 1958, is the affirmation of The Youth Fair’s commitment to education. Students receiving scholarships will be selected for outstanding dedication to academics and to school and community activities.

In further support of the agriculture industry, The Youth Fair sponsored one of the buses hired for the Dade County AGRI Council’s 54th Annual Ag/Farm Tour on Feb. 24. Tour participants enjoyed an all-day adventure with behind-the-scenes glimpses of the region’s vibrant agricultural operations in conjunction with the University of Florida Institute of Food and Agricultural Sciences and the Miami-Dade County Extension. Lunch was served at the Redland Golf and Country Club, where Drs. Christine and Van Waddill, professors emeritus with the University of Florida Tropical Research and Education Center in Homestead, were honored for their service. In addition, the AGRI Council distributed three scholarships to graduate and undergraduate college students at the luncheon.



More than 150 high school seniors receive \$1,000 college scholarships each on May 11 during The Youth Fair’s annual Scholarship Program ceremony in the E. Darwin Fuchs Pavilion on the Fairgrounds. Photo by Christopher Buchanan.

Legislative Update

2017 Florida Legislative Session Wrap Up:



In many years of work in Tallahassee, we foolishly assumed we had seen everything. Boy were we wrong, the Legislature proved again that anything is possible when they are in session. Setting the stage, we cannot remember a time when, prior to the start of session, the House of Representatives very publicly promised to eliminate critical programs and agencies underneath the Governor, the Senate was on the verge of suing the House over procedural and constitutional issues, and the Governor went on a one-man road trip for the purposes of highlighting sitting members of the House of Representatives who supported eliminating Enterprise Florida and Visit Florida. Oh Tallahassee!

While pundits will debate, whether the new disclosure and transparency rules actually made anything about the legislative process more open and transparent. However, it is true all items funded in the budget were filed early in the process and were contained in the original House or Senate budgets. So, the Florida Legislature adjourned Sine Die on Monday, May 8, 2017. For those keeping track at home the conclusion of session came three days after the scheduled end of session, May 5, 2017. Upon adjournment, the rumors on the street were the Governor would veto the entire budget since, the roughly \$83 Billion budget did essentially eliminate Enterprise Florida, significantly cut Visit Florida, did not contain a robust tax package which the Governor proposed, did not have any dollars for rehabilitation of the Herbert Hoover Dyke and did not include the increased per pupil funding in the education budget.

But wait, prior to the Governor signing the budget, the Governor, President of the Senate and the Speaker of the House held a press conference to highlight an agreement on funding for Visit Florida, the creation of a new economic development funding program and \$100 per pupil increase in FEFP funding. Thus, the Governor called a special session May 7th-9th to address the issues highlighted above. Smooth sailing? Not really, just days after the press conference, as special session began it was clear the House and Senate were on different pages and the Senate was clearly intent on expanding the issues included in the "call" of special session. At the end of the day, bills which included the originally agreed to items, a new attempt to implement Medical Marijuana, \$50 million for the rehabilitation of the Herbert Hoover Dyke and \$60 million additional dollars for higher education made it through both the House and the Senate.

Understanding the collegial working relationship between the Executive and Legislative branch goes a long way to understanding the difficulty successfully navigating the process in Tallahassee as well as provides some insight into the items/projects which were ultimately vetoed in the 2017-18 budget. Most specifically and troublesome for association members were the cuts within the Educational and Promotion Facilities grant program within the Florida Department of Agriculture and Consumer Services (FDACS). In the Governor's veto list specific appropriations for: the Miami International Ag, Horse and Cattle Show, Arcadia Rodeo and Equestrian Facility, Hendry County Fair and Livestock Show, Manatee River Fair Association and the Pasco Fair Association were all cut. There are dozens of reasons, both political and policy, for why these projects were targeted and cut however, moving forward, the

question should be how to avoid a repeat veto of these projects. Relooking at project purpose, return on investment, the legislative champions and helping to educate the Governor's staff on the importance of the project are always helpful in this process.

Specifically, for the Federation, the 2017 session was a "new" beginning. While there were not any specific efforts to negatively impact either policy or tax benefits necessary to conduct our shows, the Federation took the big leap to visit the Capitol and meet with key legislators from their respective areas of the state. Those members who were able to participate in the Tallahassee trip had the opportunity to make some relationships with legislators and their staff, now the task is to foster and grow those relationships. Your efforts to put a name and a face with your local event is invaluable and given you the perfect entrée to follow up with those elected officials; invite them to your events; to discuss potential funding or projects which you may be interested in pursuing in 2018.

No doubt, this session was a challenge for all involved. Nevertheless, this session was a critical example of the need to participate in the process, facilitate local meetings before the legislature returns in 2018 and communicate the importance of your event and facilities.

The 2017 session was the first opportunity the federation and CAS Governmental Services had the opportunity to work together. Thank you for the opportunity and we look forward to building upon the relationship in the years to come.

The CAS Government Affairs Team-
Jim Spratt
Connie Vanassche
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Fairly Important Matters

CHECK BEFORE YOU DONATE.....

This year, I have seen more resistance to the wonderful people with whom many of us are associated. Some I represent and some are represented by my competitors. Some are innocent children who are doing positive things with their time and education in the agricultural world. However, we are all in the same boat when it comes to the politically and financially motivated leaders of this movement to push all animals into extinction.

Their ultimate goal is not to rid the world of animals, although if they have their way it could happen. They, in my view, are motivated by the donations from the people they solicit who are unaware that they are lining their pockets and building their millions of dollars in pensions with those donations that do little to help animals. They are not only trying to find any way they can to take all exotic animals to the same place as the Ringling Elephants but now they are going after the innocent child who raises a pig to be sold at the fair each year and basically making them out to be murderers because their animal will ultimately help feed America.

I am making a point to help our readers be aware that these "Human Society" and "Peta" representatives who are badgering the fairs do not have the interest of animals in their agenda. If they did they would be using the money to open safe havens for the "abused animals" Instead they are trying to put the people out of business who love and care for, raise and sell animals. But just like the promotional person who calls you saying they are raising money for your local sheriff. They are fund raisers making a living at the expense of us all. Before you donate from your heart and your pocket, be sure to do diligence and check out where that money is being spent.

Marla Calico and the IAFE are putting out plans now to help with this situation and give you good instruction on the best way to manage their attacks however, in my view, if the funding was cut from them that would really solve the problem. I hope this letter helps open a few eyes on this subject. Thank you, David

David Musselman
Capitol International Productions, Inc.

The views and opinions expressed in any letter or article published in this newsletter are those of the author and do not necessarily reflect the official position of the Florida Federation of Fairs and Livestock Shows Inc., its Board of Directors or its agents.



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2017 Summer Workshop Program (*tentative*)

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Summer Workshop Program starts at 1:30 pm at the Osceola Heritage Park - Exhibition Bldg – 1901 Chief Osceola Trl, Kissimmee 34744

Friday, July 28th

- 1:30-5:30 Program
1:30 – Welcome
1:45 – 2:45 – ARK – Activists Response Kit!
Marla Calico, CEO and President, IAFE
- 2:45 – 3:00 – Refreshment Break
- 3:00 - 4:30 – Crisis Communication In The Digital World -
Failure to Plan is Planning To Fail
*Debbie Evans, Debbie Evans Marketing
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- 4:30 – 5:30 - On-Camera Training – Put your skills to the test with mock
scenarios involving real-world social activism issues
*Debbie Evans, Debbie Evans Marketing
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- 6:30 pm - Dinner and Evening events are at the Osceola County Fairgrounds
*Sponsored by: Osceola County Fair and KVLS;
EMC Tickets LLC; Strates Shows*

Saturday, July 29th

A complimentary breakfast is included with your room.

PLEASE NOTE: All workshops will be at the Osceola Heritage Park

- 8:30 – 9:00 Welcome
- FDACS - Fair Overview
Overview of F.S. Chapter 616; Permit Packet- Requirements to
obtain permit; Premium Invoice- Requirements for the Invoice
Lauren McCarty, Administrative Assistant - FDACS
- 9:00 – 9:45 Workshops
- 1 – Seeking, Securing, Satisfying, and Vetting Volunteers
2 - Online ticketing and gate procedures.
- 9:45 – 10:00 Refreshment Break -
- 10:00 – 11:00 Workshops
- 1 – Great Leaders Play Chess.....Not Checkers
2 – Economic Impact – Does your community know how important the Fair is
and what part it plays in the community. Osceola County has a great
relationship with their Fair and they will discuss its impact on the county.
- 11:00 – 12:00
- Team Building and People Planning - The most important asset in any
Organization is its people, both staff and volunteers – Why would anyone
leave that to chance?
Cindy Moran, Predictive Results, a Predictive Index Preferred Partner
- 12:00 Closing Remarks and Door Prizes

Fairly Important Matters

RIDE ADVISORY MEETING



The FDACS Ride Advisory Committee met at the State Fairgrounds in February prior to the opening of the Fair. (Left to right) Charles Panacek, Belle City Amusements; Gayle Hart, Greater Jacksonville Ag Fair; Alan Harrison, FDACS; Martha Leverock, Greater Jacksonville Ag Fair; and Michelle Faulk, FDACS.



Also at the Ride Advisory Meeting were Jerry Smithson, who owns his own risk management business and works with insurance companies in the amusement industry; Cheryl Flood, Executive Director of the Florida State Fair; and Bob Johnson, CEO of OABA and Chairman of the Ride Advisory Committee.



The Ride Advisory Committee also got a first hand look at the new Midway Sky Eye that debuted at the Florida State Fair. (Left to right) Bob Johnson, OABA; Margaret Giacalone, a Disney attorney; Alan Harrison, FDACS; and Martha Leverock, Greater Jacksonville Ag Fair.

A Message from Past President Felecia Chivington



A Dairy Farmer For A Day

As Florida Federation of Fairs And Livestock Show President, I had the pleasure of visiting many entertaining and wonderful fairs this year. I want to thank everyone who opened their doors to me and welcomed me. I was able to learn new things to bring back to my fair and use. Visiting a fair is one of the best classrooms for fair organizers you are able to learn so much. Thanks again for everyone's hospitality! I was able to visit: Minnesota State Fair, North Florida Fair, Florida State Fair, Highlands County Fair, Okeechobee County Fair, Martin County Fair & Youth Livestock Show, Osceola County Fair & Livestock Show, and Santa Rosa County Fair.



Shootout was a great event



I also attached a few pictures from the FFF Shootout and tour of Lisa's farm. The other side of your life. You are a GREAT ASSET to this Federation and to the Agriculture Industry.



I really enjoyed seeing everyone at the Convention in Orlando, and it really was "A Royal Affair."



Many of the participants at the Fair Partners Shootout took a quick tour of Hinton Farms after the Shootout.

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Test Replicated (slide)	Average Escherichia coli cfu/mL recover from control#	Average cfu/mL recovered from test replicate	Percent Reduction
A	8.1 X 105	Non Detected <.045**	>99.9999%
B		Non Detected <.045**	>99.9999%
C		Non Detected <.045**	>99.9999%
D		Non Detected <.045**	>99.9999%
E		Non Detected <.045**	>99.9999%



Made in America

IAFE Zone 2 News



**NEWS FROM
ZONE TWO
and YOUR
ZONE TWO
DIRECTOR
NANCY SMITH,
CFE**

attended the Zone 2 meeting, your chance to “Strike It Rich” just increased with the gift of the “gold coin.” Bring it with you to the convention for a chance to win a great prize!

Rachel Stutesmun, Office Manager with the IAFE also graced us with her presence. Rachel shared with the group IAFE’s newly announced ARK (Activist Response Kit) which was designed to help members Prepare, Educate, Respond -and to be proactive and reactive in dealing with activists, especially animal rights activists. ARK is available via digital format and you can find additional information on the IAFE’s website or by calling 1-800-516-0313. Special cyber seminars are also offered to provide additional training on activist preparation. I encourage everyone to check out this important information and share with your team.

Your IAFE Board met in Spokane in April during the Manager’s Conference. Along with ARK, which was at the top of our priorities, you will see a new Statement of Ethical Standards to be launched throughout the summer and fall and included in the F&E magazine. Don’t forget about all the great resources available for IAFE members. This includes the on-line library, coloring books for kids, Igniter forum and more! You are the IAFE so take advantage of all they offer!

Thank you to everyone who helped make our Zone 2 “Royal Grab Bag” fundraiser a success. The only downside was that we needed more grab bags, as they were a hot item and helped to raise over \$800 for your Zone 2. In the coming months, you’ll receive additional information on how you can help keep our Zone 2 financially strong. Be on the lookout for your Zone 2 Newsletter!

The theme that seemed to resonate throughout this convention was “Family.” We did have a “royal time” together, which is always the case when we – as Fair Families – come together and learn new ways to continue to “make the best better.”

May your fairs be the best this year!

Greetings to all

A “Royal Time” was had by all in Orlando at our recent Zone 2/FFF convention. Our new location, new hotel, and lots of “news” in programming afforded many opportunities for networking and more. To our FFF Friends, we say THANK YOU for another great year together.

Representation from Zone 2 was good, although down a bit from 2016. Susan Hilton from Montgomery County Agricultural Fair in Maryland and Michael Larisey from Coastal Empire Fair in Georgia were the recipients of the Zone 2/FFF Scholarships. In Michael’s words, he “set high expectations on obtaining information to help his fair and Association and he was not disappointed.” Thank you again to our Florida friends for affording this opportunity and helping to encourage more Zone 2 attendance.

During our Zone 2 meeting, we were honored to hear from our own Zone 2 Becky Brashear, Assistant Manager of the Maryland State Fair and current chair of the IAFE. Becky brought us an update on IAFE happenings and encouraged everyone to “Strike It Rich” by joining her at this year’s IAFE convention in Las Vegas – our last “Vegas!” The dates are November 26-29. Mark your calendars now and check www.fairsandexpos.com for registration and all the details. And – if you

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Now sit back and enjoy your show!!

Florida's Dairy Farmers Are Proud of Their FARMS AND WAY OF LIFE

The Sunshine State is home to more than 100 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.



announcements

Your member-led, member-focused Association is proud to announce the release of a compilation of resources to help your organization – board, staff, volunteers – be prepared for response to, but also be proactive in dealing with, activists who may try to take advantage of your event and/or attempt to coerce you (or your sponsors) to alter your programming.

The genesis of the Activist Response Kit (ARK) was the increasing work of animal rights activists targeting fairs, rodeos, circuses, and of course the businesses that provide touring animal education exhibits, events, and attractions. But in today's increasingly volatile environment where everyone is a reporter (with their cell phone camera and access to 24/7 digital platforms), our industry must be prepared. Be educated. Be ready to respond.

The ARK is a 60-page document with 10 sections. Each section is stand alone, but ideal when read in its entirety. Most importantly, the resource is broad in scope – sections on Free Speech, Booth Rules, Crisis Communications, Social Media, Legislative Advocacy, Screening Personnel, and IT/Cybersecurity will apply to **any** aspect of the fair and should be considered as sound business practices.

The ARK is currently available in two formats – a downloadable PDF document or by viewing online in a "magazine" format (exactly like the way you can look at *Fairs & Expos* issues online). In order to access the ARK, **you must be affiliated with a current IAFE member organization (fair or associate)**.

- That means your organization must be current in its dues payment. You must have an individual password assigned to your e-mail address.

With release of the ARK, we are also pleased to announce a new member benefit – access to discounted cybersecurity tools offered by premier provider AppRiver.

To access the ARK document and find out more about the AppRiver suite of services, please go to the overview page. Once there you'll be prompted to log-in to go further to access the actual ARK document. <https://www.fairsandexpos.com/eweb/DynamicPage.aspx?Site=IAFE&WebCode=ark>

Our thanks go to IAFE Committees providing input and feedback (Agriculture, Advertising/PR, IT/Web Tech, and Commercial Exhibits/Concessions) on the development of the ARK and for contributing resources to support it (available in a new ARK category in the online Library). And a very special thanks to the OABA and the Animal Ag Alliance for also providing input and valuable resources to make the ARK a reality.

Finally, please check out the **special CyberSeminar series** offered this summer to especially hone your social media advocacy skills – an absolute necessity in dealing with activists.

These issues affect every member, small or large, so please keep the IAFE office posted on your interactions with activists and let us know how we can assist with additional training, news alerts, and library additions.

Sincerely,



Marla J. Calico, CFE
President & CEO
marlac@fairsandexpos.com

OABA Update-by Bob Johnson, OABA President & CEO



OUTDOOR AMUSEMENT BUSINESS ASSOCIATION

Dear FFF's readers, I found this recent article in light of what your Federation and the IAFE are doing to educate and prepare your fair for attacks by animal extremists, to be better than anything else I could write at this time. We must all be more aware of the activist tactics to eliminate all animals in public venues. I enjoyed seeing many of you from both the IAFE Zone 2 and the Florida Federation of Fairs at your recent Orlando convention and trade show.

Goodbye to the Circus; Are Zoos Next?

Posted to Politics May 03, 2017 by Will Coggin



Elephants from the Ringling Bros. and Barnum & Bailey Circus take a drink from water running along Seventh Avenue, as they walk around Madison Square Garden in New York, Monday, March 28, 2005. (AP Photo/Gregory Bull)

When the Ringling Bros. Circus was founded, Ulysses S. Grant was president and the South was in the middle of Reconstruction. The storied act will sadly come to an end in May. Ringling, after years of harassment from animal rights activists, announced it can't keep the show running.

The blow to family activities doesn't stop there. Activists are already plotting to make zoos history as well.

Ringling's demise can be traced to its decision two years ago to stop having elephants in its shows. This move, which came after years of protests, litigation and lobbying campaigns from animal rights activists, caused a reduction in ticket sales since

the main, four-ton attractions were gone. The show could not go on.

Circus protests, however, were never about the circus. They were about the fact that animals are kept in captivity. Animal activists are now turning their sights toward zoos. Their multi-faceted attack is starting with litigation.

Animal rights groups have threatened lawsuits against small facilities under the Endangered Species Act, which forbids "harming" endangered species. Their theory is that it's a form of psychological "harm" to have animals in a pen. Other recent lawsuits have tried to free chimpanzees under habeas corpus, a tactic used by anti-slavery activists centuries ago.

Of course, you could give a tiger the equivalent of a five-star resort with a personal masseuse and an endless supply of gazelle tenderloin, and animal rights activists would still claim it's cruelty. PETA refers to

zoos as "prisons."

They tried a similar tactic against Ringling Bros. and Barnum & Bailey, filing a lawsuit under the Endangered Species Act claiming that the use of an elephant-handling tool was abusive. They lost, and were countersued by Ringling's owner, eventually settling for \$25 million. (Most of that settlement was covered by the American Society for the Prevention of Cruelty to Animals and the Humane Society of the United States.) But that hasn't deterred their legal efforts.

Zoos are popular. According to recent polling, 89 percent of the public agrees that zoos and aquariums help increase appreciation for animals, and 93 percent believe these institutions are a valuable resource for seeing rare animals in a more personal way than on TV. Three-quarters believe that conditions at zoos and aquariums are better than they were five or 10 years ago.

Unfortunately for society, the court system doesn't rely on public opinion. A handful of judges could create a real mess for the future of zoos and aquariums.

It's hard to overstate the effect this would have on animals. Zoos participate in species survival plans, wide-ranging projects to ensure genetic diversity of animals in zoos and support research, education and reintroduction efforts for these animals.

Animal rights activism also has a human cost. Thousands of jobs are tied to zoos and aquariums, from caretakers to wildlife biologists. Some zoos and aquariums are also big draws to downtown areas and vital cogs in a local economy. The Association of Zoos and Aquariums calculates that these facilities contribute \$17.4 billion to the economy.

Ringling laid off 400 employees who worked on the circus. Ironically, the "humane" activists haven't uttered a peep about any of these people and the effect on their families.

How can we save zoos from lawyers? One, if you give to animal charities make sure you're not accidentally funding a radical group.

Two, Congress needs to reform certain provisions of the Endangered Species Act. Congress could clarify that it's not illegal for animals to be kept in ways that are generally accepted by veterinarians. Or it could reform the private right to sue that exists under the law.

Zoos and aquariums have spent decades and millions of dollars to rehabilitate animal populations and educate the public about conservation. If we don't take ideological activists seriously, it could be the zoos that go extinct.

All my best for a great Summer! Bob



2018 Gibtown Trade Show Reduced to 4-Days

The International Independent Showmen's Association announced that the 2018 IISF Gibtown Trade Show and Extravaganza will be reduced to a four day show, opening Tuesday, February 6 and concluding on Friday, February 9, 2018. In recent years, the show opened on Tuesday and closed Saturday, however, many vendors felt that reducing the total number of days would be more beneficial. The 2018 trade show marks the shows 50th anniversary. More information on the IISF Trade Show can be found on the IISA's web site at www.GibtownShowmensClub.com.



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Spotlight on Associates

Pittman Magic, Juggling, and Comedy

Julian and Melody have spent their lifetimes entertaining, before joining forces as husband-and-wife.



Julian grew up in Williamsburg, Virginia where he worked for Colonial Williamsburg and Busch Gardens. It was here where he developed his love for being in front of a live audience. He began competitive

juggling and was a 4-time international finalist and winner of the International Silver Medal. For over a decade, Julian performed his magic and juggling at Great Wolf Lodge and The Haunted Dinner Theater of Williamsburg. Meanwhile, Melody grew up in the dance arena. She has performed in Washington, D.C. at the Cherry Blossom Festival, was on ESPN's 2 Minute Drill, was an arena football team Lady Barracuda Dancer, was Dance Captain of her college dance team as well as many musicals, and even traveled and performed with the Swerve Dance in Miami, Houston, and New Orleans. So, of course when the couple met, they naturally took to performing together - it was sheer magic! They combined their stage and entertainment experience to become "Pittman Magic, Juggling, and Comedy," a show that you will not want to miss!

"When people ask us to describe our act, we explain that we are not just a magic show. While we do perform grand Las Vegas-style illusions, I hold an International Silver Medal in Juggling and share my talents with clubs, rings, knives, ping-pong balls (using only my mouth to juggle them), and fire torches. There's definitely a few suspenseful moments in the show during my balancing acts. And, last, but not least, we love to make people laugh with our interactive comedy antics, too," says Julian of their show.

"The coolest thing about our productions is that they are energetic, and tons of fun. Since we are a married couple, we have a magnetic chemistry on stage that is hard to beat. People just enjoy watching us because they do not want to miss what will happen next! Bottom line, we are two very kind people who love each other and love to make people in the audience smile, laugh, oohhhh, and aaaahhh. No matter who is watching, they will be captivated and enjoy our show," says Melody, wife of and assistant to Julian.

As headline entertainers at the 75th Annual North Florida Fair, this dynamic duo entertained for packed audiences at each of their shows, as well as delighted the school-age students during daytime hours when the

fair was closed to the public. "We loved getting to meet and befriend the faculty and staff at the North Florida Fair, especially both Mark Harvey and Stella Earnhart. They are kind, professional, and a delight to work with," described the Pittman's.

During the 2016 holiday season, the Pittman's performed their "Christmas Magic" production shows for corporate events, hotels, and resorts before taking their variety act on the road to perform for the New Year's Eve 30th Annual First Night Celebration in historic Winchester, Virginia.

On March 2nd, the Pittman's celebrated their Grand Opening of Destin Magic Dinner Theater at La Paz Restaurant and Cantina and also perform throughout the "tourist season" at Tailfins on the beautiful Destin Harbor. Just like their fair and festival shows, The Pittman's dinner theater and restaurant performances always include multiple Vegas-style grand stage illusions, juggling and balancing acts, close-up and comedy magic, and lots of family-friendly belly laughs!

If that's not enough, The Pittman's are excited to announce that they are The 2017 International Magician's Society "Merlin Award" Winners! The Merlin is to Magic what the Oscar is to Movies, the Emmy is for Television, and the Tony is for Theater. The world's greatest magicians have received this award, including David Copperfield, Siegfried and Roy, and Penn and Teller. That being said, your fair attendees would greatly benefit from seeing this International Magic and Juggling Award-Winning Show!

The Pittman's attended the convention in May and thoroughly enjoyed the weekend. "It was a pleasure to meet all of you," stated Julian and Melody. "We look forward to getting to know more of you better and work with you to make your fair a magical and memorable one!"

What's next for this amazingly talented couple? To keep up with where they're appearing and disappearing next, be sure to like and follow them on Facebook and YouTube. To learn more about the Pittman's, or to book them for your fair or festival, see their ad or visit PittmanMagic.com.



Happy Norris and Leah Norris from the Lake County Fair visit with Rusty Groscurth with Super Dogs and Jim Lafratta with Perfection Confections at the State Fair.



The Sweeney Brothers Band perform during the Firefighters Fair.



Associate member Marc Dobson - The One Man Band didn't miss a beat while he visited with Marla Calico and Becky Brashear from IAFE while at the State Fair.

Associates at Fairs



Lisa Hinton visits with Kathy, AJ, and Jeff Ross of Ross Concessions during the Firefighters Fair.



Jim Ward visits with Eddie Portelli with Spaghetti Eddie's during the Pasco County Fair.



Great to see Al Belmont and his wife doing their show at the Florida Strawberry Festival.



Jim Ward visits with Mark and Susan Sparks from Triangle Talent during the Pasco County Fair.

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Spotlight on Associates



Meet the Team: Christina Curtis

Christina Curtis has been performing with The Marvelous Mutts since 2011. If you have seen Christina perform with her dogs, you have seen her love of animals shining through with her infectious smile. Christina's

love of animals started at an early age. She says as a child, her family had several German Shepherds, a Chihuahua, cats, hamsters, ducks, guinea pigs, mice, chameleons, turtles," and whatever else she brought home. The pets were part of the family.



Like many members of our team, Christina got hooked on playing sports with dogs through her work with shelter animals. The first dog she fostered, an Australian Shepherd, was so high energy, she started looking for an outlet for him and soon discovered the Indy Dog and Disc Club (Indianapolis, IN).

She and her son Chandler, who also performs with The Marvelous Mutts, adopted their first disc dog in 2005. They turned playing with their dog Jack and competing into a fun family activity, and quickly became competitive in the sport.

When she first brought Jack home he was hard to handle, but the new team got to work. Christina and Jack trained together every morning before Christina went to her office job and every evening when she got home. The hard work paid off, and the new team quickly became one of

the top Frisbee Dog teams in the Midwest, and competed at many national and world championships together.

When Christina isn't performing with her dogs, she works on teaching them fun tricks and conditioning. You might see them hiking, running or walking around Indianap-

olis. Christina also trains service dogs, reactive dogs, and teaches pet manners. Christina says her favorite things about performing with her dogs is "seeing my dogs do what they love and making people smile." You can read more about Christina and her dogs here: <http://themarvelousmutts.com/other-team-members/>



In 2006, Christina and Captain Jack became World Champions, reaching the pinnacle of success in the sport.



Captain Jack, a handsome cattle dog mix, was Christina's first disc dog. Jack had four homes before he hit the jackpot by landing with Christina.

"The One Man Band and Son"

We had a great winter in Florida performing at our State Fair, the Southwest Florida and Lee County Fair, and many other events. Our 2017 summer season starts in June and we leave the Florida heat until November - performing in WI, PA, VA, IA, OH, NE, NC, and SC (Do you know all your state abbreviations?).

Returning this year is a bigger and better SillyFace Photo Fundraiser! At least one group SillyFace photo will be taken at each event we play through the winter of 2018. For every silly face in the photo, \$1 goes to Ronald McDonald House Charities with the help from our sponsor 4GCommunity.

Newly added are our custom wooden nickel giveaways and our vlog (video blogging). Make sure to check out our vlog about our trip to the Florida Fair Convention and Trade Show featuring numerous amounts of our entertainer friends.

Watch out for new ones that will document each SillyFace photo day, our tour, sidetrack fun, when stuff goes wrong, bloopers, and more.

We look forward to repeating our 2017 Florida Fairs and hope to announce some new Florida Fairs soon.



Keep up with our vlog at youtube.com/MarcRoes and the SillyFace Fundraiser at MarcDobson.com/SillyFace.

The One Man Band and Son performing at the Southwest Florida and Lee County Fair

The One Man Band and Son

marc@marcdobson.com
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JUDGE SCOTT POLODNA
12-6-16

Circuit Judge Scott D. Polodna, 51, had been on the bench for 10 years in Osceola County. He taught criminal evidence at Valencia Community College. His community service included the Education Foundation, Community Vision. He served 5 years on the Board of Directors of the Osceola County Fair and Kissimmee Valley Livestock Show. He is survived by his wife Debbie and four children, as well as his parents.



ELEANOR McCORMICK
12-12-1946—5-17-2017

Eleanor became a director of the Volusia County Fair & Youth Show in 1987. She also served as the Beef Breeding Heifer Superintendent for many years and helped so many 4-H, FFA and independent exhibitors. Eleanor is going to be missed by so many people within the Fair family and with everyone that knew her. She truly touched the lives of so many people that had the privilege of knowing her. She is survived by her husband Gerald and two children and two grandchildren.

ELIZABETH "Betty" DUDA
9-9-1932—12-24-2016

Her 50-year legacy of community service and leadership includes becoming the first female president of the Central Florida Fair and the first female to serve as a trustee for Rollins College. She also served on multiple boards, including for SunTrust Bank, Winter Park Memorial Hospital, Florida Blood Bank and the Reedy Creek Improvement District. She is survived by husband John, 6 daughters, 9 grandchildren and 4 great-grandchildren.



SHERYL BRANDIES
7-9-1953—3-3-2017

Sheryl was a lifelong resident of Callahan and retired from Wachovia Bank. She volunteered at her grandson's school, worked the polls, and she worked for 8 years as the receptionist at the Northeast Florida Fair. She is survived by a daughter, a grandson and her mother Doris Brandies.



Rick & Denise Vymlatil
In the loss of
Rick's mother

JEANETTE VYMLATIL
May 15, 2017



The Federation is not always notified of someone's passing to include it in our newsletter. These are the names read at the convention, not all have appeared in print.

- John Albritton, Sarasota County Fair
- Terry Ballard, Florida Strawberry Festival
- Bill Bond, Pensacola Interstate Fair
- Sheryl Brandies, NE Florida Fair
- George Britton, Martin County Fair
- H. Michael Burkhardt, South Florida Fair
- Jim Conaway, Clay County Fair
- Kay Culbertson, St. Lucie County Fair
- Henry Daniels, Sarasota County Fair
- Glenda Edwards, Osceola County Fair
- Jim Hancock, South Florida Fair
- Dr. Virginia Hash, Clay County Fair
- John Owens, Volusia County Fair
- Judge Scott Polodna, Osceola County Fair
- Bill Pruitt, South Florida Fair
- Fred Smith, SW Florida & Lee County Fair
- Jeanne Warford, Collier County Fair

Please help us honor and recognize our friends in the Fair industry who pass away during the year by sending their names and Fair affiliation to the Federation for inclusion in the Resolutions passed at each year's Convention and also be included in the next issue of the newsletter. lisahinton@floridafairs.org

Complete obituaries for those most listed here can be found at www.findagrave.com

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Welcome New & Returning Associate Members

New Members for February 2017

Big Rock Amusements

Matthew McDonagh
115 S. JACKSON ROAD
VENICE, FL 34292
Phone: 989-239-5703 **Fax:** 989-936-5906
E-mail: matt@bigrockamusements.com
Website: <http://bigrockamusements.com>
Category: Carnivals/Midways/Games
Business: America's cleanest and brightest midways!

First Data and Clover

Point of Sale Solutions

Tina Walker
3603 W. EL PRADO BLVD.
TAMPA, FL 33629
Phone: 239-287-8821
E-mail: tina.walker@firstdata.com
Category: Supplies/Services
Business: Point of Sale hardware solutions and Merchant Processing under NICA partnership

Larry's Old Tools Demonstration and Story Telling

Larry Henderson
2054 RONALD CIRCLE
SEFFNER, FL 33584
Phone: 813-381-4438
Phone cell or alt: 813-426-6520
E-mail: larryseffner@aol.com
Category: Attractions/Entertainment
Business: Old tool demonstrator, story teller and whip cracker

Mike Findling Agency

Mike Findling
4870 PERKINSVILLE RD
MAPLE PLAIN, MN 55359
Phone: 952-250-8675
Phone cell or alt: 952-484-4696
E-mail: danielle@hairballonline.com
Category: Booking Agencies/Show Production/Management
Business: Booking agency for top quality acts

Monster Truck Destruction Tour

Randy Taylor
28949-436TH AVENUE
MENNO, SD 57045
Phone: 605-431-6600
E-mail: randy@mtdtour.com
Category: Attractions/Entertainment
Business: Rodeo and Motorsports Entertainment

ShoWorks Software

Spencer Schultz
1509 SCHLOEMER DR
WEST BEND, WI 53095
Phone: 1-800-980-5578
E-mail: spencer@fairjudge.com
Category: Supplies/Services
Business: ShoWorks Software

Unique Images, LLC

Ed Meiman
12020 CHANDLER DRIVE
WALTON, KY 41094
Phone: 859-485-3407
E-mail: info@uniqueimagesllc.com
Category: Supplies/Services
Business: Awards Banners

Returning Members for February 2017

Danny Grant: Cowboy Circus Show

Danny Grant
3590 OBERON AVENUE
BOYNTON BEACH, FL 33436
Phone: 305-304-8750
E-mail: dannygrantshow@gmail.com
Website: <http://dannygrantshow.com>
Category: Attractions/Entertainment
Business: Cowboy-Western Themed Juggling & Variety Show

Extreme Illusions & Escapes

Josh Knotts
747 MCCLANE FARM RD
WASHINGTON, PA 15301
Phone: 304-479-0987
E-mail: forgetallyouknow@gmail.com
Website: www.extremeillusionsandescapes.com
Category: Attractions/Entertainment
Business: Family friendly Las Vegas style illusions and escapes

Lightning Wireless Solutions

Mike Segal
2100 ELECTRONICS LANE
FORT MYERS, FL 33912-1605
Phone: 239-481-8700
E-mail: mike@lwsinc.net
Category: Equipment & Tents
Business: Motorola Two-way Radio Rentals

New Members for March 2017

Braun Events

Bobby Braun
515 W. LUNT AVE.
SCHAUMBURG, IL 60193
Phone: 630-915-7518
E-mail Address: bobby@braunevents.com
Category: Supplies/Services
Business: Special event support equipment (power, tents, trailers, etc.)

Chef Landry Cajun

Comedy Cooking Shows

Scott Landry
740 JOE MILLER
LAKE CHARLES, LA 70611
Phone: 337-515-2458
E-mail Address: scott@cheflandry.com
Category: Attractions/Entertainment
Business: Comedy Shows

Faire Wynds Ent. LLC

Erick Scites
147 MULBERRY AVENUE
POMEROY, OH 45769
Phone: 614-771-8018
E-mail Address: eps6724@yahoo.com
Category: Attractions/Entertainment

Greenwald Industries

Rachael Whitbeck
212 MIDDLESEX AVE
CHESTER, CT 06412
Phone: 860-339-1164
E-mail Address: rwhitbeck@greenwaldindustries.com
Category: Supplies/Services
Business: Cashless Payment System

2017-2018 DIRECTORY INFORMATION

PLEASE CHECK
YOUR LISTING
CAREFULLY
IF THERE ARE ERRORS OR
CHANGES PLEASE NOTIFY
LISA HINTON AT
lisahinton@floridafairs.org

Welcome New & Returning Associate Members

Returning Members for March 2017

Ham Bone Express Racing Pigs

Carol Boger
5005 E WYMAN RD
FAYETTEVILLE, AR 72701
Phone: 479-466-9987
Phone cell or alt: 479-466-9989
E-mail Address:
boger@hamboneexpress3.com
Website: www.hamboneexpress3.com
Category: Attractions/Entertainment
Business: Fast-paced pig racing! Whole hog entertainment for your event

Wooden Circle

Roger Abrahamson
5147 37TH AVE. SO.
MINNEAPOLIS, MN 55417
Phone: 612-369-1399
E-mail Address: rbogder@earthlink.net
Category: Attractions/Entertainment
Business: Grounds attractions

WOW Attractions

Brenda Bell
PO BOX 1397
ROANOKE, TX 76262-
Phone: 817-350-4592 **Fax:** 817-231-0157
Phone cell or alt: 817-995-3339
E-mail Address: brenda@wowattractions.com
Website: www.wowattractions.com
Category: Attractions/Entertainment
Business: Representing spectacular touring shows and attractions

New Members for April 2017

Charlie Cheese and Sons, LLC

Harley Steiner
7109 N. WESTBROOK WAY
CITRUS SPRINGS, FL 34433
Phone: 352-427-9381
E-mail: hotwisconsincheese@yahoo.com
Category: Concessions/Food/Beverages
Business: Perfectly frying a variety of cheeses

Jimmy Bear's BBQ

Jimmy Bear
818 PENNSYLVANIA AVENUE
ST. CLOUD, FL 34769
Phone: 407-508-0681
Phone cell or alt: 407-873-4219
E-mail Address: vinny@jimmybearsbbq.com
Website: <http://www.jimmybearsbbq.com>
Category: Concessions/Food/Beverages
Business: BBQ & Southern Foods

Lee Andrews Productions

Lee Andrews
8 PINEVIEW DRIVE
FORSYTH, GA 31029
Phone: 678-315-4329
E-mail Address:
leeandrewsproductions@gmail.com
Category: Attractions/Entertainment
Business: Comedy Circus Clown Show, Dinosaur Show, and a Fun Time Balloon Show

See Tickets

Matt Basta
2802 ELM STREET
LOS ANGELES, CA 90065
Phone: 323-908-0607
Phone cell or alt: 310-292-1676
E-mail Address: matt@seetickets.us
Website: www.seetickets.us
Category: Supplies/Services
Business: Fully integrated ticketing, marketing and analytics platform.

Southeastern Reptile Rescue

Jason Clark
P.O. BOX 127
ORCHARD HILL, GA 30266
Phone: 404-557-2470
E-mail Address: roadkruzer@hotmail.com
Category: Attractions/Entertainment
Business: Example of our display

TBA Communications

Matt Coker
6302 BENJAMIN ROAD #408
TAMPA, FL 33834
Phone: 813-249-1605 **Fax:** 813-249-1705
Phone cell or alt: 813-581-3805
E-mail Address: matt@tbacomm.com
Website: <http://www.tbacomm.com>
Category: Equipment & Tents
Business: Rental, Sales, Service: 2-Way Radio Equipment & Accessories. Motorola Solutions

The Rhinestone Cowgirls

Heidi Herriott
2161 GARDNER COURT
ALVA, FL 33920
Phone: 954-942-6040
E-mail Address: missy_508@bellsouth.net
Category: Attractions/Entertainment
Business: Entertainment

Returning Members for April 2017

Day Decorating, Inc.

Robert Day
320 APPALOOSA HILL RD
POLK CITY, FL 33868
Phone: 407-953-3494
E-mail Address: daydecorating@juno.com
Website: www.daydecorating.com
Category: Equipment & Tents
Business: Providing curtains to the Fair for over 1/2 a century

Fearless Flores Circus & Thrill Show

Ricardo Flores
27200 SR 70 E
MYAKKA CITY, FL 34251
Phone: 941-928-6419
Phone cell or alt: 210-240-2833
E-mail Address: ffthrill@aol.com
Website: www.ffthrill.com
Category: Attractions/Entertainment
Business: Thrill Show and Circus

FUSION Talent Group

Andrew Pogson
344 WILLIAM ST
STRATFORD, ON, CANADA N5A 4Y5
Phone: 519-275-1070
E-mail Address: drewpogson@gmail.com
Website: www.fusiontalentgroup.com
Category: Booking Agencies/Show Production/ Management
Business: An agency representing family-friendly attractions, stage shows and variety acts

Rust and Flame Blacksmith Demonstrations

Beverly Gardner
618 SALEM RD
LAGRANGE, GA 30241
Phone: 706-837-0229
E-mail Address: rustandflame@gmail.com
Website: www.rustandflame.com
Category: Attractions/Entertainment
Business: Blacksmith Demonstrations

Trinity Heritage Ranch

Sharon Sandlofer
2630 TRINITY RD
LYNCHBURG, SC 29080
Phone: 518-755-6981
E-mail Address: sharonsandlofer@gmail.com
Category: Attractions/Entertainment
Business: Animal Attractions

Welcome New & Returning Associate Members

New Members for May 2017

Billy Scadlock Variety Entertainment

Billy Scadlock
P. O. BOX 690223
ORLANDO, FL 32869
Phone: 407-925-2610
E-mail Address: billyscadlock@aol.com
Website: www.billyscadlock.com
Category: Attractions/Entertainment
Business: Variety Entertainer; Chaplin Impersonator, Mime, Stilt walker, Family fun

Coronas Animal Encounter & Circus/Zoo

Serge Coronas
211 RYERD NE
BRADENTON, FL 34212
Phone: 941-741-0809 **Fax:** 941-747-1975
Phone cell or alt: 941-748-4919
E-mail Address: sergecoronas@aol.com
Website: <http://www.circushollywood.com>
Category: Attractions/Entertainment
Business: Camel Safari Show, Circus, Giraffe Zoo, Racing Pigs, Animal Encounters

ExtremeTix

Shannon Davidson
7600 W. TIDWELL STE #806
HOUSTON, TX 77040
Phone: 832-782-5528
Phone cell or alt: 832-782-5527
E-mail Address: sdavidson@extremetix.com
Website: <http://begin.extremetix.com>
Category: Supplies/Services
Business: Full-Service Event Ticketing Solution

Odd-o-T's Entertainment

Todd Zimmerman
316 PETES LANE
DAVENPORT, FL 33837
Phone: 407-574-5794 **Fax:** 407-386-7561
Phone cell or alt: 407-625-3001
E-mail Address: todd@oddots.com
Website: <http://www.oddots.com>
Category: Booking Agencies/Show Production/Management
Business: Odd-o-Ts' produces acrobatic, artistic, variety and comedic live performances

Scott's Magic Shows

Dale Scott
C/O FUTURE ENT. SVC.
1556 LAKEVIEW DR
KISSIMMEE, FL 34744
Phone: 407-346-7618
Phone cell or alt: 1-800-441-4328
E-mail Address: dalescott@mindspring.com
Website: <http://www.futureofmagic.com>
Category: Attractions/Entertainment
Business: Magic Stages, roving shows & full grand illusion productions

Solution Action Sports

Justin Hardin
P.O. BOX 188
YORKTOWN, IN 47396
Phone: 765-729-5641
E-mail Address: jus-tin@solutionactionsports.com
Category: Attractions/Entertainment
Business: Parkour Show, FMX Show, BMX Show

Returning Members for May 2017

Impact Entertainment Services

Joshua Gair
310 MONTICELLO DRIVE
ALTAMONTE SPRINGS, FL 32701
Phone: 407-925-4107
E-mail Address: josh@iesagency.com
Category: Booking Agencies/Show Production/Management
Business: We provide celebrities and unique and local talent for fairs

NockAir Helicopters

Capt. Eugene Nock, A.T.P.
835 TARAWITT DR
LONGBOAT KEY, FL 34228
Phone: 608-432-3342
Phone cell or alt: 941-932-1910
E-mail Address: nockair@aol.com
Website: www.nockworldentertainment.com
Category: Attractions/Entertainment
Business: Original T.V. Batman's Batcopter, Batmobile attraction and tours, helicopter rides!

GT Grandstands, Inc.

Brian Wilson
2810 SYDNEY ROAD
PLANT CITY, FL 33566
Phone: 813-305-1415 **Fax:** 813-305-1419
Phone cell or alt: 813-436-1067
E-mail Address: bwilson@gtgrandstands.com
Website: <http://www.gtgrandstands.com>
Category: Equipment & Tents
Business: Manufacturer of Bleacher and Grandstand seating including announcer's booths

Haas & Wilkerson Insurance

Gretchen Duncan
4300 SHAWNEE MISSION PKWY
FAIRWAY, KS 66205-2519
Phone: 913-432-4400
E-mail Address: gretchen.duncan@hwins.com
Website: www.hwins.com
Category: Insurance
Business: We provide insurance solutions for amusements, fairs, festivals, and more

Regalia Manufacturing Co.

Cindy Diamond
PO BOX 4448
ROCK ISLAND, IL 61204-4448
Phone: 800-798-7471 **Fax:** 309-788-0788
Phone cell or alt: 309-788-7471
E-mail Address: cindy@regaliamfg.com
Website: www.regaliamfg.com
Category: Supplies/Services
Business: Manufacturer of all your fair needs

Weldon, Williams & Lick

Brian Beauchamp
711 NORTH A ST
FORT SMITH, AR 72901-2121
Phone: 479-783-4113 **Fax:** 479-783-7050
Phone cell or alt: 800-242-4995
E-mail Address: sales@wwlinc.com
Website: www.wwlinc.com
Category: Supplies/Services
Business: Specialists in numbered printing of admission tickets and passes

**A SPECIAL THANKS TO ALL OUR ASSOCIATE MEMBERS FOR
YOUR SUPPORT OF THE FLORIDA FEDERATION OF FAIRS!**



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Florida Federation of Fairs
& Livestock Shows, Inc.
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Riverview Florida 33579

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