

DATES TO REMEMBER - 2016

October 15

- Showcase apps. Due
- 2017 Request for Fair info material, PSACF Associate Dues Invoices, PSACF/PSSA Convention material, Trade Show apps. mailed.

October 13

- PSACF Board Meeting

October 19

- PSACF Zone 4 Mtg. - Shady Maple

October 20

- PSACF Zone 3 Mtg. - Berlin Brothersvalley

October 21

- PSACF Zone 1 Mtg. - Christ the King Manor's Community Center

October 22

- PSACF Zone 2 Mtg. - Bloomsburg Fair

November 1

- Fair Person Of the Year apps. Due
- Communications Competition apps due
- Queen Competition Applications due

November 15

- Reimbursement apps.—Fair Fund due
- Baking Contests Summaries due

November 20

FAIRTALK material for December issue due

November 27—30th

2016 IAFE Convention Las Vegas

2017

January 18-21

- 105th Annual Convention

March 30—April 1

- IAFE Zone 1 Meeting—Wyomissing Pa



FAIRTALK



"News From The PA State Association of County Fairs"
"THE VOICE OF THE PENNSYLVANIA FAIR INDUSTRY"

VOL. 30

September 2016

NO. 3

FULL SLATE OF SEMINARS SET FOR HERSHEY

KEVIN D. BIEBER

The 2017 convention in Hershey will be opened with yet another great keynote speaker. Dan Waldschmidt is an inspirational speaker who has also been a consultant to some of the top CEO's in the world and has sat on many Boards of these top companies. Dan will bring to us a message of growth and change to the fair industry, he will speak about our challenges and just how to overcome them. As we all know, our industry is changing and posing more and more challenges daily, please plan to come out and listen to recommendations on how to keep our heads held up high and continuing to succeed in our great industry.

Thanks to Bev Gruber, we will once again host Judges School on Wednesday of convention week. Stay tuned as Bev will have more information as we get to our Fall Zone Meetings. Unfortunately due to scheduling conflicts, Jen Puente of the Wisconsin State Fair will not be able to travel to Hershey to present Sponsorship Reviews of your Fair. However, we have scheduled a seminar for Wednesday afternoon titled Livestock Disease Outbreaks at your Fair. Of

course we will also update our Showmen friends with another seminar on Trucking Regulations.

Back by popular demand on Thursday will be a repeat presentation of Small Games of Chance at the Fairs. Last year this seminar had plenty of interest and good questions for our presenter, unfortunately we ran out of time before everyone could ask their questions. Thursday will also bring us a seminar on Security and Handguns on the Fairgrounds. Many of you have asked for a seminar of this nature, so bring your questions or concerns and have them answered by the professionals in this industry.

Friday we will bring in Kirby Dygert from the Erie County Fair of New York to speak on Ag Media Communication. I heard Kirby at the most recent IAFE Zone Meeting in New Hampshire, and she provided some great insight on this subject. Karen and Kevin will bring some very important changes to the Special Baking Contest during this Friday afternoon seminar. We are also welcoming Jill Albanese from the Wisconsin State Fair. Jill will bring her presentation to Pennsylvania called "Grand Champion Competitive Exhibits".

see "Full Slate" next page

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FAIRTALK published four
times per year by the
Association. Send
information for the
publication to:
Harry Reffner
128 Cumberland Rd,
Bedford, PA 15522

from "Full Slate" previous page

To close out the convention on Saturday, Kirby will be back again to speak on Two Organizations with a Common Goal, Same Mission, Working with Livestock Associations. We will also hear from Food Safety and any updates they have to offer as well as Jean Lonie will be back (hopefully without snow this time) to present "Why Think Ag"?

So, as you can see, we have another great agenda of seminars. Please make plans to join us as well as these great speakers in Hershey.

FROM THE PRESIDENT



As usual, once fair season began it seems that the summer just flew by. I was able to visit several fairs this year that I had never been to before. Every fair provides wholesome family entertainment for the public as well as promoting agriculture and each one does it in their own unique way. Pennsylvania should be proud of its county fairs. Of course some fairs had some rain but the biggest problem this year was "HEAT". Most fairs experienced some decrease in attendance during the hot midday temperatures. Vendors generally complained that food sales were low on the extremely hot days. At the time of this writing, cooler fall temperatures have arrived. Fairs that are still to be held should benefit from these sunny but cooler days.

Now it's time to be thinking about our fall meetings and convention. Every fair has people that should be nominated for State Fair Person of the Year, Zone Person of the Year and Junior Zone Person of the Year. We all have people at our fairs that are most deserving of these awards for the efforts they put forth to make our fairs a success.

Your PSACF officers will be in attendance at all Zone Meetings to keep you up to date on concerns of the Association and the latest plans for Convention. Once again, the committees have a great convention planned with great speakers, judges school, a full slate of table topics, a huge trade show and lots of entertainment. The Spouse's Program and the State Fair Queen Coronation will round out the convention. But to me, one of the best parts of the convention is the time spent visiting and reminiscing with other fair people and old friends. It seems almost like "going to the county fair". See you at convention.

Doc

Overview

Pennsylvania lawmakers are heading into the final stretch of the current legislative session and the clock is ticking for the passage of legislation. The session ends November 30, but lawmakers have refrained from passing bills after Election Day in recent years. Between now and then, the Senate is scheduled for 9 days and the House is scheduled for 12 days.

Combatting the opioid abuse epidemic, pension reform and expansion of gaming are among the issues left in limbo before the summer break. With the pressure of the November 8 general election around the corner, it is unclear what will be accomplished. Any legislation left unresolved will need to be reintroduced in January when a new legislative session begins. The House returns to session September 19 and the Senate returns September 26.

Budget/Revenue

Pennsylvania's fiscal year started July 1. Lawmakers avoided another lengthy impasse and sent an on-time budget bill to Governor Tom Wolf's desk. Negotiations on how to pay for the \$31.53 billion budget stretched into mid-July. Despite the budget challenges facing the state, we are happy to report that Pennsylvania's fairs were funded with a state appropriation of \$4 million.

To balance the spending plan, lawmakers approved a \$1.3 billion revenue package. The package includes one-time revenue sources, relies on pending legislation to legalize internet gaming and allows tax delinquents to pay back taxes without penalty. It includes higher taxes on banks and also increases the tax on cigarettes from \$1.60 to \$2.60 per pack, imposes a 55-cents-per-ounce tax on roll-your-own tobacco and smokeless tobacco, and sets a 40 percent tax on the wholesale price of electronic cigarettes. The state's six percent sales tax is extended to digital downloads of videos, books, games, music, and applications.

There are no broad-based tax increases (i.e. personal income tax or sales and use taxes) in the election-year budget. With your help, we were successful opposing efforts this session to put a six percent sales tax on admissions to amusement parks and other recreation-type businesses (e.g., county fairs, festivals, etc.). However, looking ahead to next year we do expect tax-

es to be on the table again. The revenue package did not solve Pennsylvania's long-term fiscal problems.

Senate Bill 735

We are continuing our efforts to enact legislation that would allow mobile food vendors to operate in multiple jurisdictions without having to pay multiple fees in each county the mobile food vendor is in operation. As the law currently stands, mobile food vendors are required to purchase a license and be inspected in each food safety jurisdiction which they operate. This is an expensive venture that has proven to be unnecessary. We were successful in getting the legislation unanimously approved by the Senate and our strong push in the House is now bringing stakeholders to the table. Facing a short window for passage, there is a commitment to work on language to resolve the issue and hit the ground running in 2017-18.

Political Landscape/Grassroots

This year, along with presidential candidates Hillary Clinton and Donald Trump, all 203 House seats and half of the 50 Senate seats will be on the November 8 ballot. At this point, we do not foresee major shifts in Pennsylvania politics. It is likely that the Republicans will maintain control of the House of Representatives and Senate. Democratic Governor Tom Wolf has two more years of his original four year term remaining. Your issues are not partisan and there are many good friends working with us in the House, Senate and Administration. We must continue to build upon those relationships.

During a typical legislative session, there will be nearly 3000 bills introduced in the House of Representatives. In the Senate another 2000 bills. On top of that 2000 resolutions. Of the 5000 bills introduced, it is likely that about 4% or less will actually become law. The legislative process is meant to be frustrating, long and difficult. Imagine the outcomes if it was not.

This is why your involvement in the process is crucial to the future success and stability of Pennsylvania's County Fairs – whether advocating for a bill, funding or opposing a tax. After the November general election, it is go-time for 2017-18. Please get engaged.

If you have any questions or would like to get involved, please do not hesitate to contact us at 717.232.5322. We have an open door policy.



ASSOCIATE MEMBERS REPORT

-Galla Higinbotham

Welcome new associates! And a big shout-out to the associates who have been a part of the PSACF organization for a long, long time – many into double digits!

Plans are rapidly coming together for the 2017 PSACF/PSSA convention.

If you have not already done so, **BOOK YOUR ROOM** now. In the past, some people were not able to get rooms as they waited too long to make their reservation. Follow the instructions on the PSACF website to get the convention room rate.

Associates who meet the criteria (you are eligible to apply if you have not showcased in the last 3 years) should have received applications to participate in the much anticipated talent showcase. This will take place at 6:30 on Wednesday, January 18th and features a top notch array of entertainment: magicians, jugglers, bands and musical acts, tribute bands and more.

I strongly urge those of you who qualify, to send in an application. The Wednesday night showcase committee looks for diversity: juggling, magic/illusion and novelty stage acts as well as musical groups, bands and singers – for all sizes of venues. Out of approximately 50 acts, 17 acts are chosen. If you are selected, you will be performing for over 100 fairs and buyers from all over Pennsylvania (from Maryland and New Jersey too) who are actively looking for acts that will

make their fair special. The showcase is a highlight of the convention, an excellent opportunity for fairs to experience acts/attractions/bands firsthand and book them early for the 2017 fair season.

Additionally, strolling acts/street musicians/grounds entertainers (roving acts who do not offer a stage show) may apply to perform in the Chocolate Ballroom lobby prior to the banquets on Thursday and Friday evenings. The strolling act application is on the PSACF website www.pafairs.org. For those of you who are going to the website with a smart phone, some may need to click on 'desktop site' to get to the 'members' tab. Then click on 'associate information' and the strolling performers application is there.

The applications for the showcase and strolling entertainment must be received by October 15th. A DVD of you performing 'live' is required as part of your packet, not just an audio CD or a produced 'music video'. The entertainment decision-makers want to see what your actual live performance would be. Your submitted DVD should be short – 3 to 5 minutes of your best material. Please make sure it plays on players other than your computer. And **no paper labels!** Each year there are several acts that cannot be considered because their DVD will not play. Paper labels are a major culprit, or the DVD is only formatted for the computer on which it was burned. You must be a paid up member of the state association at the time you submit your application as well as at the time of the convention - January 2017.

All the best,
Galla www.gallaanddan.com

Welcome New Associates

Attractions, Miscellaneous

Old Orchard Woodcarvings

42 Dodge Ave Lot 134 Waverly NY 14892

Phone: (607) 346-0764 Phone 2: Fax:

WebSite: E-Mail: oldorchardwoodcarvings@gmail.com

Info: Chainsaw carving demonstrations, sales and entertaining show.

Lights, Sound, Stage, Communications

C A House Productions

52335 National Rd E St. Clairsville OH 43950

Phone: (740) 695-5929 Phone 2: (740) 359-8049

Fax: (740) 695-6766

Info: Sound and lighting Production

WebSite: www.cahouseproductions.com E-Mail: steve.cahousemusic@comcast.net

See New Associates next page.....

From New Associates previous page...

Musical Attractions

Almost Famous

3720 Lisburn Road Mechanicsburg PA 17055
Phone: (717) 421-2730 Phone 2: (717) 795-9252
Fax: (717) 763-4982
WebSite: www.almostfamous.band E-Mail:
bob.zoll@kesslerfoods.com
Info: Variety Band

Alex Hilton Band

5773 Whinstone Way Chambersburg PA 17202
Phone: (717) 816-6323 Phone 2: Fax:
WebSite: www.alexhiltonband.com E-Mail: alex-hiltonband@gmail.com
Info: Modern Country band

Imperfekt Musik, LTD (Amanda Jones & The Family Band

PO Box 4214 Youngstown OH 44515
Phone: (330) 501-1555 Phone 2: Fax: (330) 270-9845
WebSite: www.acjonesmusic.com E-Mail: Boss-man@acjonesmusic.com
Info: 6 Piece country band

McNany Family Music

332 Stone Church Rd Emlenton PA 16373
Phone: (724) 822-0709 Phone 2: Fax:
Info: Singer musician
WebSite: www.isaaccolemusic.com
www.mikaylalynnmusic.com
E-Mail: bookings@isaaccolemusic.com

Talent/Booking

Bandstand Bruce Productions

PO Box 123 Beaver Springs PA 17812
Phone: (570) 850-5763 Phone 2: Fax:
Info: Specialize in small fairs and free stages
keep it affordable for your event.
WebSite: E-Mail: bandstandbruce@yahoo.com

Metropolis Management

PO Box 1784 Newark, CA 94560
Phone: (570) 692-0572 Phone 2:
Fax: 877-331-1473
Info: A full service music, entertainment and educational agency nationally recognized.
WebSite: www.metropolismanagement.com
E-Mail: bridget@metropolismanagement.com

2016 PENNSYLVANIA STATE FAIR QUEEN

— Darby Kasper



Dear Agricultural Friends, what a change in the weather from the 30 inches of snow that we had in Hershey at the last convention. My visits to your fairs have been on extremely hot days that were interspersed with torrential downpours. However,

this weather did not stop me from traveling to every corner of the state to see the uniqueness of twenty different fairs, and I still have five more to attend. I have had a phenomenal time attending your fairs this summer, and was so impressed by the variety of events at each fair. I have judged contests, crowned queens, eaten amazing food, and met hit country singer William Michael Morgan. In addition to attending fairs, I also had the opportunity to represent the PSACF at Ag Pro-

gress Days. Children that visited our booth had the opportunity to make a bunny craft, and we made somewhere around 300! Information about the fairs in PA and the fair queen contest were available for the attendees. It was a great agricultural event with so many educational activities.

I have enjoyed my visits at your fair and have been able to connect with producers, consumers, legislators and businesses to promote fairs and agriculture. The amount of volunteer hours that are behind all of these spectacular events is unbelievable. You have all been so gracious in making me a part of your fair during my visitations. Thank you for all that you do to make the PA fair system successful.



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FAMILY FUED IS BACK AT CONVENTION SIGN UP NOW !!!!

BY: KEVIN D. BIEBER

What would the PSACF and PSSA convention be without a little fun amongst our fair families? Well, to satisfy that "fun" part, we are bringing back Family Fued on Saturday afternoon. Last year presented lots of laughing, stiff competition and yes, silly answers. However it was all in fun. The Elizabethtown Fair took the championship last year, who is going to try to be the champion this year?

It was great to see that a few fairs wanted to participate again last year, so this year I am once again asking for you to sign up ahead of time.

Unfortunately due to time on Saturday afternoon, we have to limit the game to 4 teams of 5 people. If more than 4 teams sign up, we will hold a drawing to see which 4 fairs will be on stage this year.

Sign your fair up now, the deadline is December 1st. How do you sign up? It is easy, please call my cell at 484-256-8009 and I will put you on the list. Make sure you have 5 willing players from your fair who will participate. If I have more than 4 fairs that would like to participate, the PSACF Board will hold a drawing to see who will be on the Fued !!!!! If your fair has already participated, please allow a new fair to have a turn at all the fun.

SURVEY SAYS See you at Hershey !!!!!!!!!!!!!!!!!!!!!!!

2017 IAFE ZONE 1 MEETING TO BE IN PENNSYLVANIA

Kevin Bieber

The Pennsylvania State Association of County Fairs Board is pleased to announce that it will be the host for the 2017 IAFE Zone 1 meeting. The meeting will be held in Wyomissing Pennsylvania (near Reading, Pa) at the Crowne Plaza Hotel. The conference will run March 30, 31 and April 1st. I promise this conference will be filled with lots of educational seminars, plenty of great food and FUN for all.

Although the final agenda for the conference is still being worked on, I can share with you some of the highlights that you will be able to look forward to. On Friday evening we will board busses and head to the Allentown Fairgrounds for a tour of the Farmers Market in operation and then prepare ourselves for a great dinner and entertainment. Saturday after a day of seminars and table topics, we will once again board the busses and head to the Oley Valley Community Fairgrounds for a delicious Pennsylvania Dutch Meal along with entertainment. We are also currently working on two tour sites to stop at before arriving at the Oley Fairgrounds.

As for the guest speakers that Jim Davis has already lined up, we are pleased to welcome the following. Sam Hayes, Jr. will be coming to our conference and speaking on what it takes to keep our youth involved in the fairs. Rita Graef, an Associate Dean in Ag Science at Penn State will speak to us on how we tell the story of Agriculture to our urban friends. Karen Dobson will be providing a former state fair queen or two, telling us how the experiences as the fair queen widen their horizons, and made them successful in their present careers. We are also working with Jean Lonie of Penn State as well as the IAFE to add to this already impressive speakers list. I guarantee you that our agenda will be full, fun and exciting as we have many more great speakers yet to be announced.

The Crowne Plaza is currently taking room reservations. You can call them at 1-877-814-2538 or check out our PA Fairs Website for the link to the room reservations. Be sure to tell them you are with the IAFE 2017 Zone Conference. Remember, our block of rooms are limited, please secure these reservations now. The room rates are \$119.00 a night for a standard double room.

I would like to take this opportunity to thank the committee that will be working hard on this event. They include, Kevin Bieber, Chairman, Jim Davis, Karen Dobson, Bev Gruber, Gala Higinbotham, Ron Miller, John Blaney, Harry Reffner, Dr. Davis Reese and Dave Hallstrom.

JUDGES SCHOOL SCHEDULED

On Wednesday, January 18, 2017 the Pennsylvania State Association of County Fairs and the Pennsylvania Farm Show will host a Judge's School during the Pennsylvania State Association of County Fairs Convention at the Hershey Lodge and Convention Center. You may choose two breakout sessions to attend.

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

Session choices for this year are as follows. Presenters will be announced at a later date.

- Apiary
- Baked Goods
- Hay, Grain, Potatoes & Eggs
- Needlework & Crafts
- Photography
- Vegetables

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

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

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

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

If you are planning to participate in Judges School, you need to pre-register and send your payment by December 30, 2016. Send your name, address, phone number and e-mail to Beverly Gruber, P.O. Box 5, New Tripoli, PA 18066. If you prefer, registration may be called in. Phone 610-767-5026 or email lowhill@rcn.com or b.gruber@rcn.com.

Judge's School Registration

Name _____

Address _____

City, State, Zip _____

Phone _____ Email _____

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

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

Registration may be called in. Phone 610-767-5026. Please register by December 30, 2016



2017 SPOUSE PROGRAMS



The Spouse Program for the 2017 Convention will feature four different activities:

- On Thursday, a Basket and Bag Bingo will be held with Vera Bradley bags and Longaberger Baskets as the prizes.
- Friday we will have a hands on activity called "Sachet" where each person will have a hands-on project of creating a fragrant lavender sachet.
- On Saturday morning the program will be "Antique Appraisals with Harry" remember to bring your items that you think could be of value and have Harry appraise them for you.
- A "Ticket Auction" in the Great Hallway and prizes to be awarded on Saturday at 12:30PM in the Chocolate Ballroom.

Come join us for the fun!

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

2017 PA STATE FAIR QUEEN CONTEST SCHEDULE

WEDNESDAY, JANUARY 18, 2017

Raffle Table Set Up

THURSDAY, JANUARY 19, 2017

10:30am – 1:00pm	2017 Fair Queen Contest Packet Distribution (<i>near Raffle Table</i>)
12:00pm – 4:00pm	Raffle Table Open to benefit Queen Program
2:45 – 3:15pm	Queen Contestant Check-in
3:15pm – 4:00pm	Queen Contestant Orientation
6:00pm	Line Up for Evening Gown Competition
6:15pm	Evening Gown and Introduction Competition
6:45pm	PSACF Annual Banquet
Immediately after Banquet	Queen Contestants Group Photo

FRIDAY, JANUARY 20, 2017

7:00am – 12:00pm	Interviews - Morning Session
10:00am – 4:00pm	Raffle Table Open to benefit Queen Program
11:00am – 12:00pm	Seminar
11:00am – 1:00pm	2017 Fair Queen Contest Packet Distribution (<i>near Raffle Table</i>)
1:00pm – 5:00pm	Interviews - Afternoon Session
2:15pm – 3:15pm	Seminar
3:30pm – 4:30pm	Queen Coordinators' "Idea Exchange" (<i>and 2017 Fair Queen Contest Packet Distribution</i>)
5:30pm – 6:15pm	Judges Reception with Contestants
7:00pm – 9:00pm	PA Fair Queen Darby Kasper's Party with Contestants

SATURDAY, JANUARY 21, 2017

7:30am – 12:00pm	Speech Competition – Morning Session
9:00am – 12:45pm	Raffle Table Open to benefit Queen Program
9:00am – 1:45pm	Hair Styling Appointments
10:45am-11:45am	Seminar – DRESS FOR SUCCESS!
12:30pm	Drawing for Raffle Table items
1:15pm – 3:00pm	Speech Competition – Afternoon Session
4:30pm	Rehearsal for Coronation
6:00pm	Coronation Banquet (<i>Reserved Seating - Ticket Required</i>)
7:15pm	Line Up for Coronation
7:30 – 8:45pm	Coronation Ceremony
9:00pm	Media Photos / 2017 PA Fair Queen Meeting with State Coordinator

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



105th ANNUAL CONVENTION
PA State Association of County Fairs and
PA State Showmen's Association
The Hershey Lodge & Convention Center, Hershey PA
Wednesday - Saturday, Jan. 18 - 21, 2017



1:00pm-2:30pm Seminar – "Security & Handguns on the Fairgrounds"
 1:00pm-3:15pm Spouse Program - "Bag & Basket" Bingo
 1:15pm-2:15pm Table Topics
 1:30pm-3:00pm Meeting - Sire, Quaker & USTA
 3:00pm-4:30pm Seminar – "Small Games of Chance"
 3:15pm-4:15pm Table Topics
 4:00pm Associates Gathering
 5:30pm PSACF & PSSA Board
 Group Photos
 Hospitality Time & Cash Bar
 6:15pm PSACF ANNUAL BANQUET
 6:45pm Dinner (reserved seating-ticket required-\$34)

HOTEL RESERVATIONS

2017 Convention reservations will now be accepted by the Hershey Lodge. Deadline is January 5, 2017. For lodging:
 phone 1-800-HERSHEY (717-437-7439) or online at <https://resweb.passkey.com/go/PACOUNTYFAIRS2017>

All Queen Candidates must use the Fair Queen Contestant Hotel Reservation Form, and the Credit Card Authorization form. Rooms will be available by 4:00pm and check out at 11:00am daily for all.

CONVENTION REGISTRATION

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

- \$30 (received on or before December 15, 2016)
- \$50 (received after December 15, 2016)

MEALS

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

TENTATIVE CONVENTION SCHEDULE

Wednesday, January 18, 2017

MEALS ON YOUR OWN-ALL

9:00am-1:00PM "Serv Safe" (see newsletter article for details – PA Showmen or fairs who are members of PA Showmen [1 person per fair] may register; others to be considered after deadline if space available)
 11:00am-5:00pm Registration Desk Open
 12:30pm Judging School Orientation Session
 1:20pm – 2:30pm First Session of Judging School
 2:35pm – 3:55pm Second Session of Judging School
 2:00pm-3:00pm Table Topics
 2:00pm-4:00pm Seminar - "Trucking Regulations Update"
 2:00pm-4:00pm Seminar - "Livestock Disease Outbreaks at Your Fair"
 3:15pm-4:15pm Table Topics
 4:00pm-8:00pm Enter Communication Exhibits
 Trade Show Set-up
 4:45pm PSSA Board Meeting
 4:45pm PSACF Board Meeting/Reorganization to follow
 6:30pm-10:00pm ENTERTAINMENT SHOWCASE

Thursday, January 19, 2017

MEALS ON YOUR OWN-BREAKFAST & LUNCH

8:00am-5:00pm Registration Desk Open
 8:00am-9:00am Enter Communication Exhibits
 8:00am-10:30am Trade Show Set-up
 8:30am-9:00am First-Timers Session
 9:00am-9:30am Opening Entertainment
 9:30am-10:45am Opening Celebration
 Keynote Speaker – Dan Waldschmidt
 10:30am-4:00pm Trade Show Open
 Communication Exhibits Open
 (Badge Required)
 10:30am-4:00pm PA Dept. of Agriculture display, etc.
 11:00am-12:00pm PA Harness Racing Commission Meeting
 Open to the public

Friday, January 20, 2017

MEAL ON YOUR OWN-LUNCH

7:30am-5:00pm Registration Desk Open
 7:30am COMMUNICATIONS BREAKFAST
 meal (served) 7:30am; awards 8:15am-9:00am
 (ticket required-\$19)
 9:15am-11:00am Memorial Service /
 PSACF Annual Meeting
 10:30am-4:00pm Trade Show Open
 Communication Exhibits Open
 (Badge Required)
 10:30am-4:00pm PA Dept. of Agriculture display, etc.
 12:30pm-2:00pm Seminar- "Grand Champion Competitive Exhibits"
 12:30pm-2:00pm Round Table –Pa Fair Fund
 2:00pm-3:30pm Seminar - "Special Baking Contests"
 2:00pm-3:30pm Spouse Program - "Sachet"
 2:15pm-3:45pm Seminar "Ag Media Communication"
 2:15pm-3:15pm Table Topics
 3:30pm-4:30pm Table Topics 15
 6:15pm Hospitality Time & Cash Bar
 6:45pm PA SHOWMEN ANNUAL BANQUET
 (Reserved seating-ticket required-\$36)

Saturday, January 21, 2017

MEAL ON YOUR OWN-BREAKFAST

7:30am-5:00pm Registration Desk Open
 8:45am-10:15am Seminar – "Two organizations with a common goal, same mission, working with livestock associations"
 9:00am-10:30am Seminar – Food Safety Updates
 9:00am-10:00am Table Topics
 9:00am-Noon Trade Show Open
 Communication Exhibits Open
 (Badge Required)
 9:30am-11:00am Seminar – "Why Think Ag"
 9:30am-10:45am Spouse Program – "Antique Appraisals"
 10:30am-11:30am Table Topics 3
 11:30am-12:30pm PSSA Annual Meeting
 Noon-12:30pm Communication Exhibits Released
 Noon BOX LUNCHEON
 [followed by drawings (ticket required-\$18)
 at 12:30pm] Auction Drawings - Winner must be present
 2:45pm-4:15pm Family Feud
 4:30pm Mass
 6:00pm QUEEN CORONATION BANQUET
 (Reserved seating-ticket required-\$34)

Sunday, January 22, 2017

8:00am PSACF Exec. / Conv. Breakfast

TABLE TOPICS

1. Building Maintenance & Grounds
2. Junior Fair boards – the benefit of having
3. Hiring youth to work at concessions & fairs
4. What's your problem?
5. Animal Health Issues
6. Am I getting all the exhibitors I can?
7. Camping at the fair – get all the details
8. Recharge you're what? Do you need or have this at your fairgrounds?
9. Alcohol at your fair - help or hinder
10. Off season at your fairgrounds
11. But I AM a service animal!
12. Are you really handicap accessible?
13. Recycle WHAT? Animal waste, food, trash
14. Barn safety – public VS exhibitors
15. How important is social media to the carnival & fair business?
16. Are you a good fair neighbor? – Working with neighboring fairs – release time, coming late, etc.
17. Social Media 202 – A look at how to best utilize social media for a successful Fair
18. Partnering with your community & twp. officials – does it work

SEMINARS

Judging School

Session choices for this year are as follows:

Apiary	Needlework & Crafts
Baked Goods	Photography
Hay, Grain, Potatoes & eggs	Vegetables

Serv-Safe

The Food Safety updates will be presented by Paster Training, Inc. Paster Training Inc.'s trainers are the best and most passionate in the business. We are thrilled about the opportunity to provide your association members with a 4 hour food safety review session and proctoring of the ServSafe examination

Trucking Regulations Update

A representative from the Pa. Motor Truck Association, located in Camp Hill, Pa. will give the latest updates for the industry.

Keynote Speaker, Dan Waldschmidt

Dan is an inspirational speaker who has also been a consultant to some of the top CEO's in the world and has sat on many Boards of these top companies. He will bring to us a message of growth and change to the fair industry, and speak about our challenges and just how to overcome them.

Security & Handguns on the Fairgrounds

Paul Kennedy – Lehigh Law

Special Baking Contests

Karen Dobson and Kevin Bieber will be updating everyone who runs any of the Special Contests at your fairs. This is also the perfect time to come and ask questions regarding any of those contests.

Family Feud

Sign your fair up now, the deadline is December 1st. How do you sign up? It is easy, please call my cell at 484-256-8009 and I will put you on the list. Make sure you have 5 willing players from your fair who will participate.

Grand Champion Competitive Exhibits

Presented by Jill Albanese

Ready for some Grand Champion competitive contests at your fair? Learn a recipe for success in any type of display that incorporates one part creativity, one part enthusiastic fairgoers and one part amazing displays. By the end of this session, the group will create a new competitive contest using these simple techniques.

Jill Albanese, CFE, Director of Competitive Exhibits, has been at the Wisconsin State Fair for the past 18 years. She oversees the Textile, Craft & Culinary Department, Horticulture Department, Young People Art Exhibit, Plein Aire, History Exhibit, Amateur Beer and Wine Competition, Century and Sesquicentennial Farm Program, Wisconsin Products Pavilion, and the Wisconsin State Fair's grounds planting. Jill is a graduate of the University of Wisconsin – Madison, a cake decorator and avid gardener.

Why Think Ag

Presented by Jean Lonie, Director of Student Recruitment and Activities, Penn State. Explore the role of agriculture in promoting your fair and connecting the community to Pennsylvania's number one industry. Agriculture was recently named the #5 highest paying college degree in the United States and projections show nearly 60,000 job openings each year to ag graduates. What does this mean in terms of your fair? It becomes a chance to use agriculture to engage attendees and highlight the many opportunities available in this diverse industry. From online scavenger hunts that are fun and informative to using physical locations to highlight educational and career opportunities in agriculture, your fair can be a key part of the story in why agriculture matters- and agriculture can be a great way to engage and attract more visitors.

PA Fair Fund

Zachary K. Gihorski is the Fair Coordinator with the Pennsylvania Department of Agriculture Bureau of Market Development. Zach will be discussing the PA Fair Fund Act.

Small Games of Chance

Presented by Todd M. Merlina, Enforcement Supervisor, PA. State Police Bureau of Liquor Control Enforcement. This seminar will provide information on what is legal and what is not under the Small Games of Chance law. It will also help Fairs determine how to conduct games of chance for the purpose of raising funds legally.

Ag Media Communication

Presented by Kirby Dygert. We will discuss the inner workings of media and how to handle crisis situations as it pertains to livestock. Learn how to bridge the gap between the non-ag community and the Ag community.

Two organizations with a common goal, same mission, working with livestock associations

Presenter Kirby Dygert. Don't ever miss out on the opportunity to work with livestock associations whether they are youth associations such as the National Junior Swine Association or adult associations such as the New York Beef Producers. No matter if they are national or local organizations; the joint efforts of the two combined always help to increase the attendance at your shows and help promote the industry as a whole.

Food Safety Updates

The Food Safety updates will be presented by PA Department of Agriculture, Bureau of Food Safety & Laboratory Services.

PA FAIR QUEEN STATE CONTEST

We are having so much fun seeing the emails, text messages and Facebook posts from fairs as they share the excitement of their 2016 Fair Queen programs. They are so proud to show off how their new Queens are representing their fairs and also educating the public about agriculture and the importance of PA fairs. Thank you to the fairs that also took advantage of the opportunity to include our 2016 PA Fair Queen Darby Kasper or Alternate Molly Arnold in their events, and special thank you to PSACF for sponsoring the mileage reimbursement plan that makes these visits possible.

The State Competition will be held January 19-21 at the Hershey Lodge and Convention Center. State Contest Applications are available for download on PSACF's website under the "Members-Queen Program" section of the Home Page. There are three critical deadlines to remember:

November 1 -

Postmark deadline for submitting the State Contest Application, \$120 fee, and Name Form for the Contestant's reserved Coronation Banquet table seating

December 15 -

Deadline for ordering Convention Badges and Banquet Tickets all attendees including the Queen Contestant, her Fair Board, Coordinator, Chaperone, Family and Friends

December 28 -

Deadline for submitting the "**NEW**" Fair Queen Contestant's Hotel Room request form/credit card authorization directly to the Hershey Lodge.

The **Official Contestant Handbook** will be mailed to each qualified Contestant and her Coordinator in early December. Sneak Preview – we will be replacing the contestant gift exchange with a new idea that will benefit our fundraising efforts!

Our fundraisers at Convention are our major sources of revenue. They include a basket raffle, silent/live auction, and a 50/50. So download the Fundraising Flyer from the www.pafairs.org website (Members-Queen Program) to find out how you and your Fair can help to promote this worthwhile scholarship program. We request responses by November 15 so the Fundraising committee can plan accordingly.

Our next promotional event is at **Farm-City Day on Thursday, October 6** when fair queens across PA will serve as tour guides to over 1200 students who will be learning about Pennsylvania agriculture through various learning stations. The event is held in conjunction with the Keystone International Livestock Exposition (KILE) at the Pennsylvania Farm Show Complex in Harrisburg. Interested Queens must respond to Martha Ebersole 717-580-6753 or email: mebas-ket@embarqmail.com to sign up to participate at the Farm-City Day event.

If you have questions or need additional information on any aspect of the PA Fair Queen Program, please contact the appropriate Committee person:

Applications/Banquet Registrations - Bitsey Koppinger, 570-296-8790
Fundraising - John Berne, 814-887-5396 or Judy Kmetz, 570-675-2952
PA Fair Queen's State Appearances/Events - Martha Ebersole, 717-580-6753
State Contest - Karen Dobson, 610-212-6180

SPOUSE 2017 CONVENTION ACTIVITIES — Hazel Blaney

Activities for the spouses attending the 2017 convention will include Basket & Bag Bingo featuring Vera Bradley bags and Longaberger Baskets, a hands-on project of fragrant lavender sachets to freshen any room, and the return of Antiques Appraisals with Harry.

So remember to bring your items that you think could be of value, come and try to win a bag or basket and have fun learning a new and easy (yet useful) craft.

As always fairs are encouraged to bring items for the ticket auction held in the Great Hallway to support our Spouse programs and the PSACF/ Mignot Scholarship. Gifts for door prizes at the three activities are also appreciated.

SPECIAL BAKING CONTESTS

— Karen Dobson

A reminder that the Special Baking contest summary reports are due by November 15.

An **online submission option** is available – your fair can submit the winner information for all four (4) contests at one time. Simply type in the web address in your Internet browser to access the **2016 Baking Contest Summary Form** – <http://goo.gl/forms/jBozU2QJpr> Answer all the questions and click Submit. As one baking contest coordinate told us, *“I just submitted the contest summary online! It took me longer at the fair to fill in the paperwork then it did to type it online! Thank you!”*

For those who are not comfortable using the online, we will still accept the standard paper forms by mail or email. The important part is to get the winner information submitted so that we can send those winners the PA Farm Show contest reminder.

Updates about the 2017 special baking contests will be given at the fall Zone meetings. PA Preferred had already informed us that they can no longer continue to sponsor a “chocolate” baking contest because their program promotes only Pennsylvania grown and produced agricultural

commodities, and chocolate is not grown in PA. As such, we are waiting for their proposal to sponsor an alternative baking contest that would better reflect their marketing program’s mission.

A special post card mailing will go out in December to notify all certified Chocolate, Angel Food and Apple Pie winners of the state finals at the 2017 PA Farm Show. Each contestant who choose to participate must bring an original and one copy of the signed Certification Form and follow the official contest rules that were issued to the fairs.

Please encourage your winners to come to Farm Show. It is such an awesome experience to be part of the state competition. If the first-place winners are not able to participate, Fairs have the option to send the next place runner-up as long as they bring the proper Certification Form. If there are any questions, contact the appropriate committee chairpersons:

Angel Food Cake and Apple Pie Contests - **Kevin Bieber**
(484-256-8009, email KBieber@BBandT.com)

Chocolate Contests - **Karen Dobson**
(610-212-6180, email kardob@msn.com)

Booking Rooms for 2017 Convention

—Dr. Sally Nolt

Hershey Lodge is now accepting room reservations for our 2017 Convention. Reservations made after the January 5, 2017 deadline will be made on a space and rate availability basis. Thursday and Friday nights were sold out in early December last year so please book early to avoid disappointment.

Reservations can be made at 1-800-HERSHEY (437-7439). To receive the convention rate, tell reservations that you are with the "PA Fairs and Showmen Convention."

Queen Contestants will receive a form with directions for making their reservation.

Rooms in the Showmen’s Hall MUST be booked at one of the following numbers:

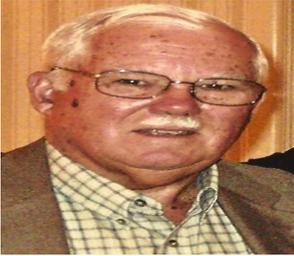
Michele Maxwell – (717) 534-8696
Ashlee McCann – (717) 520-5433
Michelle Lutzkanin – (717) 534-8636
Melissa Bates – (717) 520-5424

In Memory of...



In Memory

Robert E. "Bob" Huston, Sr., 82, of Albion, Pa., passed away Tuesday, July 12, 2016, at his home. Over the years, Bob served on boards of many agricultural organizations, was secretary of the Albion Area Fair for 55 years, and state fair director, for the last ten years, for the State Fair Association. He also served as Township Supervisor for Conneaut Township in the Albion Area. He loved his cows at the farm, but most importantly, he loved his family.



Stephen Swika Jr., 77, of Scott Twp., died peacefully at home August 19, 2016. Owner/operator of S&S Amusements, Scott Twp. He was a member and past president of the Pennsylvania State Showmen's Association and served on the board of directors of the Outdoor Amusement Business Association. Steve was also a member of the Showmen's League of America, the New York Association of Agricultural Fairs, the International Independent Showmen's Association and was a NARSO and Pennsylvania ride inspector.



Clyde W. McConaughey Jr., 84, of Trade City, passed away Thursday, Sept. 1, 2016, at St. Andrew's Village in Indiana. He served as director of various state breed associations and was an active member of the Indiana County Extension Executive Committee. He was involved with the Indiana County Fair for more than 70 years, whether exhibiting or volunteering his time.

All fairs will receive in their convention packet a Memorial form to be filled out for the Memorial Service at the convention. In addition, we also invite you to take time to bring a picture of the member to be placed on the special decorated Memorial table located in the Trade Show. This is a wonderful way to have someone remembered.

Fair Tabloid Wins State Writers Award

Just announced, the 2016 Schuylkill County Fair Tabloid received "First Place - Special Event/ Vendor Support Section" at the Pennsylvania Newspaper Assoc. The award winning tabloid affectionately referred to as the "Fair Guide" is created and compiled by Kim Morgan, vice-president/ secretary of FARM/Schuylkill County Fair. The official Fair photographer, Ray Silcox of showmeyourpix provides a number of photos from the previous year's fair used in the tabloid. Additional photos, sponsorship material used for ads, and press releases written by Kim Morgan are compiled and submitted by her to the South Schuylkill News whose parent newspaper is the Reading Eagle. Then under the direction of Teri Paulin, editor of the South Schuylkill News, the tabloid is put together and published by the Reading Eagle. The Reading Eagle publishes over 10,000 for the Schuylkill County Fair to distribute and then circulates the tabloid in their newspapers prior to the opening of the Fair. Teri Paulin is assisted by writer Shea Singley, photographer Jonathan B. Proby, and Digital Sales Manager Denice L. Schaeffer who contribute to the tabloid. Both the Schuylkill County Fair and the South Schuylkill News proudly accept the award and are pleased that others recognize the outstanding effort that goes into a publication like this.



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Sue Hill - West End Fair, Gilbert, PA

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Business Card \$25 per issue size (2" h x 3 1/2" w)

1/4 page \$40 per issue size (4 3/4" h x 3 1/2" w)

1/2 page \$60 per issue size (10" h x 3 1/2" w) or size (4 3/4" h x 7 1/2" w)

Full Page \$105 per issue size (10" h x 7 1/2" w)

If you are interested, please return the form with your payment and copy.

"FairTalk" is published March, June, Sept., Dec. Circle issues and ad size.

Name: _____

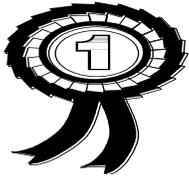
Address: _____

Phone: _____

New Ad – enclose camera-ready copy (electronic file preferable).

Make payable to PSACF and send to: PSACF, 128 Cumberland Road, Bedford, Pa 15522

Update from The Zones



Zone One –Sam Zaffuto

Our Zone One Fall meeting will be held on Friday October 21, 2016 location to be announced. Please be sure to have your fair

represented because we will be electing six members to the Executive Committee of the PSACF. These six will represent our zone during 2017 and 2018.

Nomination forms for directors and applications for the Zone Person and Junior Fair Person were mailed to all fairs in our zone in August. During the meeting the Zone Person Award and Junior Fair Person awards will be presented.

We look forward to our PSACF officers updating us on the state of our association as well as presenting information about our 2017 convention in Hershey. We anticipate that Zach Gihorski, our Fair Coordinator will be in attendance to bring us up to date on the happenings of the PA Department of Agriculture.

As you can see, this will be an important meeting. Please plan to have your fair represented so that you are aware of everything that you need to know for your fair.



Zone Two — Rod Ralston

The 2016 successful Fair season is almost over. Just a few fairs in Zone II to finish conducting their Fair for this year. This year due to a scheduling conflict, the Zone II meeting will be held on October 22 at the Espy Fire Company. The meal will be catered by Bissinger Catering with apple dumpings available as desert.

Zone II will be conducting an election for six Zone Directors to serve a two year term on the PSACF Executive Board beginning in January 2017. There will be at least two new persons on the Zone Board of Directors. Dr. David Reese will serve beginning in January as the Immediate Past President and I will be retired. Also Zone II will be holding an election to appoint a member to serve a two year term on the Pennsylvania Fair Queen Board of Directors beginning March 1, 2017.

The annual Fair Person of the Year for Zone II and Jr. Fair Person of the Year for Zone II will be honored at this meeting.



Zone Three—Debbie Stephenson

Hello to all and hopefully you have made it through another fair season and to those who haven't-be prepared for the heat or rain. We are having our Zone 3 Fall meeting at the Berlin Fair Hall, hosted by Berlin Brothersvalley Community Fair details to come your way via email from John Blaney soon.

Please be sure to have at least one fair member there as details for the 2017 Convention will be discussed and updates as well. We had a lot of submissions for the Msgr Mignot Scholarships from our zone and if you didn't do that this year be thinking of how you can for 2017 as these are very important for all present and future college students. Also be reminded that you can make your hotel reservations for the 2017 convention at this time-the earlier the better. We hope to see all of our fairs represented at the fall zone meeting



Zone Four - Sally Nolt

The end of the 2016 Fair Season is now in sight! Hopefully fairs survived the heat and rain this summer. Best wishes to those fairs yet to be held!

I would like to thank our officers and Milliron Associates for all the hard work and many hours they put into maintaining and increasing fair funding. Thank you also to those fairs that contacted legislators. Thank your legislators for the funding and continue to keep in close contact with them.

The Zone 4 Fall Meeting will be held at Shady Maple Smorgasbord in East Earl. The dinner meeting will be held Wednesday, October 19, 2016. Reservations may be made with Karen Dobson. At this meeting two awards will be given. One will be given for Fair Person of the Year for Zone 4 and one for the Junior Fair Person of the Year for Zone 4. The Junior will be eligible for the State Junior award to be given at the 2017 PSACF Convention.

Please be sure to read directions for booking rooms at Hershey Lodge for 2017. Please book early!!

Six Directors to serve on the PSACF board and a representative from Zone 4 for the Fair Queen Committee will also be elected at this meeting. Please send someone from your fair to vote!

Please plan to attend this important Fall Meeting!

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The Secretary's Notepad

— Harry

Preferred Contests & Angel Food Cake Contest

Checks for PA Preferred Contests and/or Angel Food Cake Contest have been mailed. Please cash this check as soon as received. Also, coordinate between the contest coordinator(s) and fair that the check was received for the contest(s) and cashed. Note that you are obligated to pay full premium for each placement regardless of the state budget and any decision your fair makes to pay less than full premium. In addition, any unpaid premium due to the lack of entries, etc. are to be returned to PSACF. Failure to do so will result in next year's check being reduced by that amount. Your post contest report will be used to identify unpaid premium. Any questions are to be directed to the appropriate state baking contest coordinator. Remember to submit your Contest Summary information to the appropriate person by the deadline specified; otherwise, your fair will be ineligible to participate in 2017.

Showcase

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

Communications Competition

A Communications Competition application is included in the convention packet and also available in the "Fairs Only" section of our website and must be postmarked no later than November 1st.

Fair Person

A Fair Person of the Year application is available in the "Member Fairs Only" section of our website, and also included in the convention packet application must be postmarked no later than November 1st.

Future Association Mailings

Please refer to the "Dates to Remember" on the cover concerning future mailings for the remainder of the year. These mailings will be important to both fairs and associate members as we approach the 2017 convention and the next fair season.

Fair Dates for 2017

Fair date requests will be mailed in early October. I will be confirming 2017 dates at the zone meetings or through personal contact. Your assistance will assure an accurate 2017 directory.

Associates Members

Convention packets will be mailed in October, as well as invoices for membership. The invoice requests current information to be printed in the 2017 PSACF directory. Information needs to be returned to the PSACF office no later than December 1, 2016 to appear in the 2017 directory.

Msgr. John W. Mignot Scholarship Fund

The committee will be making their decision for the 6 scholarships in October. A thank you to all who have donated to the scholarship fund, and good luck to those that have applied.

Zone Meetings

Be sure to attend your zone meeting as you will be electing your State Directors.



2016 IAFE Convention

Join us at this year's IAFE Convention in Las Vegas on November 27-30th.