

DATES TO REMEMBER -

2012

April 19

- PSACF Board Meeting

April 25

- PSACF Zone 4 Mtg.-West Lampeter Comm. Fair

April 26

- PSACF Zone 3 Mtg.-Fayette County Fair

April 27

- PSACF Zone 1 Mtg.-Scrubgrass Grange

April 28

- PSACF Zone 2 Mtg.-Clinton County Fair

May 3-5

- IAFE Zone 1 Conference-Gettysburg, PA

May 31

- FAIRTALK material for June issue due

June 25 (week of)

- 2nd Quarter FAIRTALK emailed

August 31

- Special Baking Contests checks mailed

- FAIRTALK material for Sept. issue due

September 1

- Showcase apps. for 2013 Convention mailed

September 24 (week of)

- 3rd Quarter FAIRTALK emailed

October 15

- Showcase apps. due

- 2013 Request for Fair Info material, PSACF

Associate Dues Invoices, PSACF/PSSA

Convention material, Trade Show apps. mailed

October 18

- PSACF Board Meeting

October 24

- PSACF Zone 4 Mtg.-Oley Valley Comm. Fair

October 25

- PSACF Zone 3 Mtg.-TBA

October 26

- PSACF Zone 1 Mtg.-Scrubgrass Grange

October 27

- PSACF Zone 2 Mtg.-Bloomsburg Fair

November 1

- Fair Person Of The Year apps. due

- Communications Competition apps. due

November 15

- Reimbursement apps. - Fair Fund due

- Special Baking Contests Summary due

- Queen Competition apps. due

November 30

- FAIRTALK material for December issue due

November 26 - 29

- IAFE Convention - Las Vegas

December 24 (week of)

- 4th Quarter FAIRTALK - emailed

2013

January 5 to 12

- PA Farm Show

January 23 to 26

- 101st PSACF/PSSA Convention - Hershey



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and Agriculture

FAIRTALK



"News From The PA State Association of County Fairs"

"THE VOICE OF THE PENNSYLVANIA FAIR INDUSTRY"

VOL. 26

MARCH, 2012

NO. 1



**IAFE ZONE 1
CONFERENCE**

Join us for the 2012 IAFE Zone 1 Conference, May 3 - 5 in Gettysburg PA – hosted by The PA State Association of County Fairs as we celebrate our 100th anniversary.

A special "thanks" to the 2012 IAFE Zone 1 Conference Planning Committee in the planning and assistance for the conference.

Come early / stay late and enjoy the many points of interest in the Gettysburg area. Please don't hesitate to use/contact the Gettysburg Convention & Visitors Bureau at www.gettysburg.travel, info@gettysburg.travel, or 800.337.5015.

General questions, call Bruce at 866.814.6985 or email PSACF@pafairs.org.

Registration, call Harry at 814.623.2352 or email hreffner@centurylink.net.

Schedule of Events

Thursday May 3, 2012

3:00pm -6:00pm	Registration	Lobby Registration Desk
6:00pm -8:00pm	Welcome Reception	Schwartzkopf/Powell
8:00pm -11:00pm	Hospitality Suite Open	Technology Room

Friday May 4, 2012

7:30am -12:30pm	Registration	Lobby Registration Desk
8:00am-9:00am	Breakfast/Speakers	MacArthur...Schwartzkopf Boots Hetherington, Special Advisor to the Governor on Ag. Drew An Brubaker, 2012 Pennsylvania State Fair Queen
9:00am-10:00am	Speaker	MacArthur...Schwartzkopf Jim Getty as "Abraham Lincoln"
10:00am-10:15am	Break	Ell Cafe
10:15am-11:00am	Table Topics (6)	How to Make It Without Local/State Funding Moderator - Bruce Koppenhaver, CFE

See "Schedule of Events" - Page 4

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

FROM THE PRESIDENT



What a great 100th Anniversary convention we had in January, from the opening session with Sam Hayes as our keynote speaker and Crawford County Fair winning the John Deere Gator to our banquet on Thursday evening with the Mifflin County Youth Fair winning the 100th anniversary golf cart and concluding the evening with Lonestar. The convention was a power packed weekend of educational sessions for every size fair in Pennsylvania. I would like to thank all who worked so hard to make the convention a special one for all that attended.

By now most of you have heard that the Governor allocated \$874,000 for the fair fund in the FY 2012-2013 budget. The officers will work diligently to ask our Senator's and Representative's to increase this line of funding for fairs to remain, to assist fairs with their budgets. This will take some help from all fairs in the association and more will come on this at the spring zone meetings.

I hope planning is going well for the 2012 fair and will see all of you at the spring zone meetings.

Sincerely,
Ron Miller

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	Camping Area Up-to-date? Moderator - George Witherite	Longstreet A
	Premiums and Handbooks Moderator - TBA	Wainwright
	Scholarships Moderator - Jim Davis	Bradley
	Activities for Kids Moderator - Hazel Blaney	Nimitz
	Microsoft Tags & QR Codes Used at Fairs Moderator - TBA	Stillwell
11:15pm-12:00pm	Table Topics (6)	
	Motorized Events Moderator - John Blaney Jr.	Halsey
	Customer Relations -It's Everyone's Business Moderator - Cindi Jaques	Longstreet A
	Involving/Using FFA & 4-H at Your Fair Moderator - Ron Miller	Wainwright
	Security Moderator - Bill Barratt	Bradley
	Mobile Apps for Fairs/Festivals Moderator - Rachel Mundhenke	Nimitz
	Green Efforts Moderator - TBA	Stillwell
12:15pm-2:00pm	Lunch/Speaker	MacArthur...Schwartzkopf
	"ADA Regulations" - Sally Conway	
2:15pm-3:15pm	Seminars (3)	
	"Is Your Midway Fair & Balanced" - Donna Kramer	Bradley
	"Equine Activities at Your Fair" - Ben Nolt	Nimitz
	"Balancing Entertainment at Your Fair" - Bonnie Brosius, CFE; Galla Higinbotham	Stillwell
3:30pm	Board buses for Gettysburg Museum & Visitors Center and Dinner at York Expo	
11:00pm	Hospitality Suite Open	Technology Room

Saturday May 5, 2012

7:30am-12:30pm	Registration	Lobby Registration Desk
8:00am-9:30am	Breakfast/Business Session/Presentation	MacArthur...Schwartzkopf
	IAFE Update - Kate Turner	
	"Grassrootslobbying.net" - Randy McKillop, McKillop & Associates	
9:45am-10:45am	Seminars (3)	
	"IRS 990s - Who is Responsible?" - Leon Butler	Bradley
	"Keeping Your Fair History for Future Generations" - Beverly Gruber, CFE	Nimitz
	"Competitive Exhibits" - Jessica Underberg	Stillwell
10:45am-11:00am	Break	Ell Cafe
11:00am-12:00pm	Seminars (3)	
	"Future of Livestock Shows" - Becky Brashear, CFE	Bradley
	"When Disaster Hits - Is Your Fair Ready" - panel discussion - Rodman Ralston; Mike Froehlich, CFE; Judy Kmetz; Richard Rivers	Nimitz
	"Social Networking and Advertising" - Greg Chiecko	Stillwell
12:15pm-2:15pm	Lunch/Speaker	MacArthur...Schwartzkopf
	IAFE Institute "Sponsorship I" - Barbara Harrington	
2:30pm	Board buses for Apple Blossom Festival & Dinner at South Mountain Fairground	
8:00pm-11:00pm	Hospitality Suite Open	Technology Room

The Table Topics Committee says a big
"Thank You"
to each of the 22 presenter/moderators who so
generously gave of their time to make the Table
Topics a successful learning experience for all that
attended.

The Committee hopes that each of you had a good
experience and will share what you learned with
your home fairs. If you have any requests for
topics for next year please forward them to:
h.blaney@yahoo.com or
stephensond@windstream.net

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We do not simply program fair websites, we take time to understand your fair, learn exactly how we can help, and present online options which help increase sponsorships, vendors and attendance.

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PA FAIR QUEEN PROGRAM

- Karen Dobson

The PA Fair Queen Program held its 26th Coronation on Saturday January 21, during the 2012 PA State Association of County Fairs and PA State Showmen's Association Convention in Hershey. 57 qualifying contestants competed for the title of PA Fair Queen.

Drew An Brubaker representing the **West Lampeter Community Fair** (Lancaster County) was crowned the winner. She is the 17-year-old daughter of Andrew and Pamela Brubaker and is a senior at Lampeter-Strasburg High School. She is involved in the National Honor Society, Fellowship of Christian Students, student tutoring, choir, swing dance club, school musicals and the school newspaper, among other activities. She plans to major in psychology and Chinese, the latter of which she studied last semester at Franklin & Marshall College's Early to College program. Drew An will receive a \$2,000 scholarship from the PA State Association of County Fairs at the conclusion of her reign as PA Fair Queen.

Amanda Mitcheltree representing the **Lawrence County Fair** was chosen as the 2012 1st Runner Up and will be the recipient of a \$500 scholarship at the end of this year. She is the daughter of Scott and Marlene Mitcheltree and is a sophomore at Virginia Polytechnic Institute and State University where she is studying dairy and animal science.

Both Brubaker and Mitcheltree will now go on to travel across Pennsylvania, meeting and speaking with legislators, the agri-business sector, and the public about the importance of Fairs and agriculture. State-sanctioned events will include Cornucopia, Tourism Day, Ag Progress Days, Farm-City Day, the 2013 Pennsylvania Farm Show, and the 2013 PSACF/PSSA Convention, along with



numerous Fair visits.

The other finalists included **Laura Metrick**, Big Butler Fair Queen; **Krystal Wasson**, Centre County Grange and Encampment Fair; and **Elizabeth Leasure**, Washington County Agricultural Fair.

Aimee Beth Gillispie, of the Jacktown Fair in Greene County, was named "Miss Congeniality," an award voted on by the other contestants.

This year's panel of judges included returning Judge Becky Brashear from Frederick, Maryland; Dennis Hazzard of Harrington, Delaware; and Dr. James Howe of Oley, Berks County. They reviewed each contestant based on a written essay, a personal interview, a speech presentation, and a stage Introduction at the PSACF Annual Banquet. The top finalists each had to answer the final question that if they became the next PA Fair Queen, what would they want people to remember as their legacy at the end of their reign.

All contestants participated in several activities during convention including a seminar on "Young Women's Leadership" presented by former PA Fair Queen Denise Sustrik Yoho (1990) and sponsored by Washington County Ag Fair.

They also assisted with the Communications displays in the Trade Show and the Queen Program's fundraising table. New experiences this year included a Pizza Buffet at the Queens' Party, sponsored by Drum The Bucket entertainers, and the live Lonestar concert at the PSACF banquet!

The Contest Coordinators would like to recognize the major sponsors - PA Department of Agriculture, PSACF, S & S Amusements, Drum The Bucket, Skelly's Amusements and Great Signs (t-shirts). Other sponsors included Dawn and Carroll Krautter (crowns), Fair Publishing House (sashes), JR Sellman, Regalia, and Ad Pro, Inc. (event brochure).

Vendors who provided services for the contest included Dan and Galla (musical accompaniment), Hanover and York Empire Beauty Schools (hair and makeup), Tim McGowan Studios of Myerstown (portraits), DiscipleMedia of Strasburg (videography), Along The Garden Path (flowers), and The Print Shop of Milford (coronation booklet).

Special fundraising efforts included a Raffle with



See "PA Fair Queen" - next page

themed baskets and wooden toys, as well as the popular nightly 50/50 money drawings. Special thanks to John Berne, Judy Kmetz, Wanda Waugh, Rich and Charlotte Williams, Caity Vill, and the Luzerne County Fair Board for their tremendous efforts with this year's fundraising projects. Many fairs generously made donations towards the basket raffle. Everyone's efforts enable the Program to continue this "once in a lifetime" contest experience for these outstanding young women.

The Coronation banquet was attended over 800 guests including special guests PSACF President Ron Miller; PSSA President Jason Bartlebaugh; PA Department of Agriculture Secretary George Greig; Jean Kummer from PDA's Press Office; Fair Fund Administrator Boots Hetherington; Senator Mike Waugh; Representative David Millard; and Steve Swika, S & S Amusements. Kevin Bieber of Oley Valley Community Fair emceed the Coronation ceremony.

A special "live" auction of a print and wooden artwork during the coronation banquet helped raise an additional monies for the Program.

The 2012 contest and coronation would not have been a success without many special helpers, especially Sherman Allen, Harry Bachman, John Berne, Kevin Bieber, Hazel and John Blaney, Luke Bruckhart, Dan & Galla, Jim and Barbara Davis, Ken Dobson, Martha Ebersole, Ruth Fulmer, Boots Hetherington, Judy and Mike Kmetz, Bitsey Kopfinger, Bruce Koppenhaver, Pat Krome, Sarah Long, the Luzerne County Fair, Anita Martin, Ron Miller, Gary Moore, Shirley Moyer, Sally Nolt, the Oley Valley Community Fair, Bill Ritzman, Shelly Shaffer, Jack Snyder, Patrick Uffner (and the rest of the Hershey Lodge staff), the Unionville Community Fair, Caity Vill, Washington County Ag Fair; Claire, Maria and Dave Werkiser, and Denise Yoho.

The Queen Program is now gearing up for another year of preliminary competitions. Rules and Guidelines for

the 2012 local contests were distributed at Convention. The information can also be downloaded from the PSACF website: www.pafairs.org. **NEW THIS YEAR...** All PSACF Fairs listing a Fair Queen Contest in their Premium Book must complete and return the Request for State Competition Packet form postmarked by February 28. The official 2013 State Competition Application Packets will then be distributed at the Spring Zone meetings to these responsive fairs.

The PA Fair Queen is a wonderful asset for promoting your Fair or agricultural event! The Queen and the First Runner Up are available for appearances throughout the year. These can include special ceremonies, contests, parades and ag-related events. All appearances are to be initiated in writing using the Queen Program's official Scheduling Request Form (available at www.pafairs.org) from an authorized event coordinator or event board member.

The Queen Program is always looking forward for ways to increase its fundraising opportunities. Any Fairs or individuals interested in assisting with raffle items and/or sponsorship ideas should contact John Berne.

Questions or requests for additional information on any other aspect of the PA Fair Queen Program should be directed to the appropriate committee person: Applications/Registrations - Bitsey Kopfinger, 570-296-8790; Fundraising - John Berne, 814-887-5396 or Judy Kmetz, 570-675-2952; PA Fair Queen's State Appearances & Media Events - Sarah Long, 814-684-4379; State Contest Schedule - Karen Dobson, 610-212-6180.



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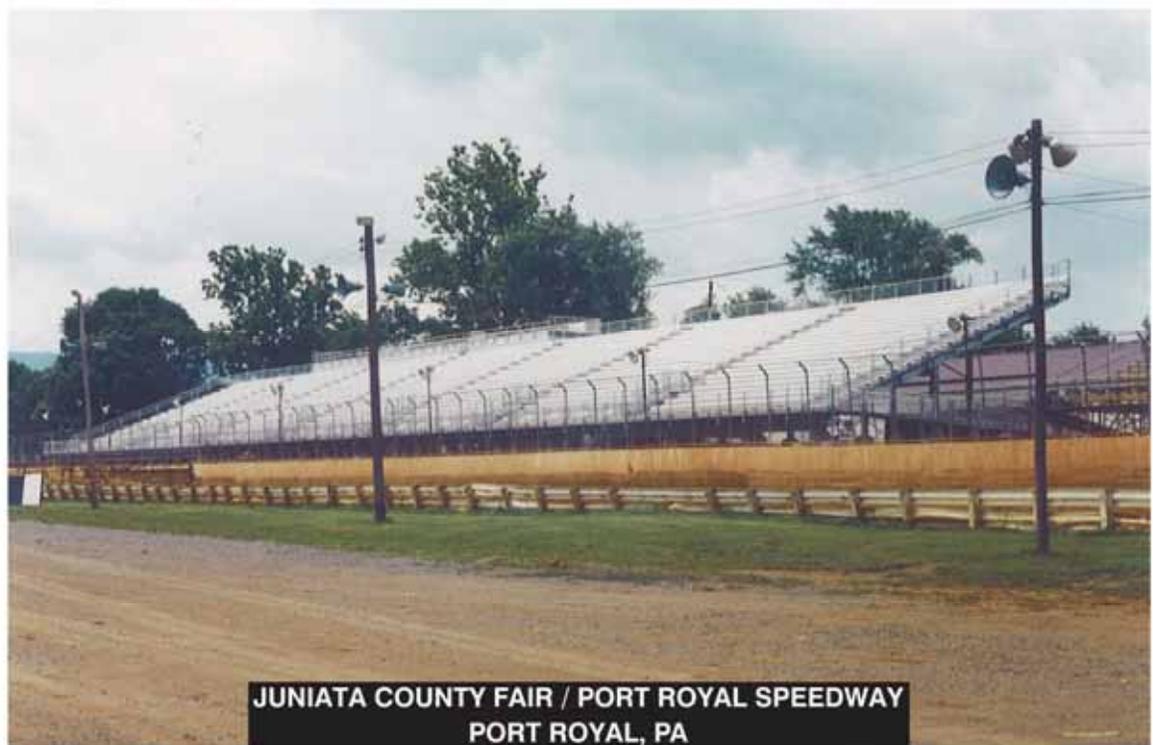
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FROM THE ZONES



Zone One --- Sam Zaffuto

Thanks to everyone who attended our annual convention in Hershey and helped to celebrate our 100th anniversary. It was one of the best and provided much beneficial information as we plan for the 2012 fair season.

Congratulations to the Warren County Fair for being honored with the Zone One Fair of The Year Award. This was a well-deserved honor.

The Zone One Spring meeting is scheduled for Friday April 27 at 6:30 pm at the Scrubgrass Grange. Please plan to have someone from your fair in attendance at this important meeting. We look forward to an update from the PSACF as well as from the fair fund office of the Department of Agriculture. Registration information will be arriving soon. Watch your mail.

Looking ahead to fall, Zone One will meet on Friday October 26 at Scrubgrass Grange.

I hope to see you at our zone meeting.



Zone Two --- David Reese, DVM

The 2012 - "100th Anniversary Convention" is over and it was a great convention with lots of fellowship and great information. The spouses program and raffle were very successful. I would like to thank all of the fairs that donated baskets and prizes. Our program could not be a success without their support.

Congratulations to the Luzerne County Fair for being selected as the Zone Two Fair of the Year. They overcame some very difficult times as they faced a flood at the beginning of the fair. With lots of hard work and perseverance they managed to have a very successful fair.

The Zone Two Spring Meeting will be hosted by the Clinton Co. Fair on Saturday, April 28, 2012. Meeting notices and reservations will be sent out soon. Please plan to have your fair represented. Latest news and information from the association officers will be presented.. Your participation is needed to make our organization a success.



Zone Three --- Debbie Stephenson

Hopefully by this time we are all getting ready for Spring and have much of our fairs planned. The Spring Zone meeting will be held at Fayette County Fairgrounds in the Fiddlers building on April 26 at 6:15 pm

registration and 7:00 pm dinner. Please remember to bring a door prize also. Please plan to have a representative attend this very important meeting. We hope that everyone had a wonderful time at Convention in Hershey and took a lot of important ideas back to their respective fair boards.



Zone Four --- Sally Nolt

The Fair season is rapidly approaching and planning and preparations are in progress throughout Zone Four and Pennsylvania. I would like to invite fairgoers to visit as many fairs as possible in our own zone and throughout the state this fair season.

I would like to congratulate the Manheim Community Farm Show for receiving the Zone Award for Zone Four for 2011. Thank you for your community support and may you have a great 2012 with no flooding!

The Spring Zone 4 Meeting will be hosted by West Lampeter Community Fair on Wednesday, April 25th at the Lampeter Fire Hall. Dinner is at 6:45 p.m. and reservations for dinner may be made by contacting Karen Dobson. Mark your calendars and plan to join us!

The Fall Zone Four Meeting will be hosted by Oley Valley Community Fair October 24th. At this time a Zone Four Fairperson of the Year award will be given and 7 directors will be elected to serve on the PSACF Board. Please consider nominating someone from your fair. Please plan to attend this important meeting.

Best of luck to all Fairs for a successful 2012 Fair Season!

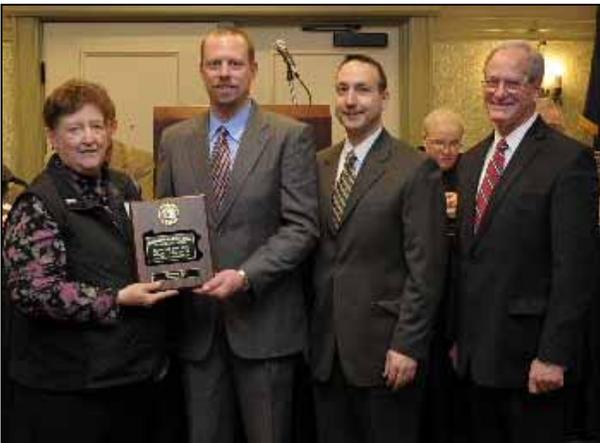
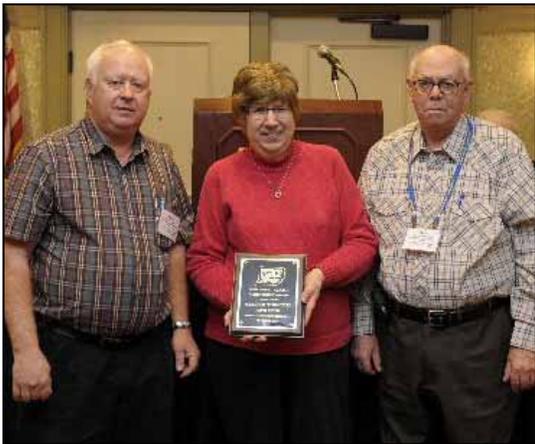
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**PLAN TO ATTEND
YOUR ZONE MEETING
THIS SPRING AND FALL**

MORE FROM 2012 CONVENTION



(L to R, top to bottom)

Zone Fairs:

Zone 1 - Warren County Fair; Zone 2 - Luzerne County Fair,
Zone 3 - Fayette County Fair; Zone 4 - Manheim Community
Farm Show.

Special Baking Contests:

First-place winner at the 2012 PA Farm: Kempton Country Fair
(Apple Pie), Allentown Fair (Angel Food Cake), Sykesville Ag &
Youth Fair (Chocolate Cookie-Brownie-Bar) and Elizabethtown
Fair (Chocolate Cake)



GOVERNMENTAL CONSULTANT'S REPORT

- Fred A. McKillop

The Governor's budget was a gut wrenching experience. The Governor removed the county fair funding from the line item in the Department of Agriculture's budget. The funding was returned in the section from gambling proceeds.

The advantage to the new process is that the funding is going to be a dedicated stream of funds to the fairs every year. That funding is near \$900,000 and the legislators are trying to increase that amount before the budget becomes final in late June or early July. The best estimate would be for the fairs to receive funding somewhere between \$3 and 4 million.

Our advocates for increased funding will be Rep. Millard, Rep. Maher, Senator Vogel, Senator Robbins and Senator Waugh and the sixty-some members of the fair caucus. I will be designing a support program for our members to follow to assist the legislators as they work on increased funding.

We will coordinate our efforts with the legislators and the fair caucus, and hopefully increase the \$900,000 to a somewhat higher figure for this year's budget. Please await our plan but be ready to work with your legislator when called upon to do so.

At present, please thank the legislators named in this report. I will try to obtain a list of the fair caucus members and include them in our thank you and support element.

The fairs received 2 citations, one from the Senate and one from the House for the 100 Anniversary celebration. We are also obtaining a House and Senate citation for Bruce Koppenhaver for "2011 Fair Person of the Year" and the 2012 PA State Fair Queen Drew An Brubaker which will be presented to them in the near future.

Every fair should write a thank you email or letter to Rep. Millard for his tireless efforts on behalf of the fairs. His support was responsible for our keeping our funding.

Remember, things just don't happen...people and programs are the driving force to success.



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SPECIAL BAKING CONTESTS

- Karen Dobson

Once again we thank each of the 101 fairs that participated in the Special Baking Contests last year, and also to those fairs who encouraged their contestant to enter the state competitions at the 2012 PA Farm Show.

Congratulations to **Kempton Country Fair** (Apple Pie), **Allentown Fair** (Angel Food Cake), **Sykesville Ag & Youth Fair** (Chocolate Cookie-Brownie-Bar) and **Elizabethtown Fair** (Chocolate Cake) on having a first-place winner at the 2012 PA Farm Show! Total Farm Show participation included **66** Angel Food Cakes, **73** Apple Pies, **79** Chocolate Cookies-Brownies or Bars, and **75** Chocolate Cakes.

All 4 baking contests will be held again in 2012. In addition, we are excited to announce a **NEW sponsor** for the Chocolate Cake and Chocolate Cookies-Brownies-Bars contests, **PA Preferred™**, a state-sponsored agricultural marketing program that identifies and promotes food and agricultural products grown, produced or processed in Pennsylvania. New contest rules, sponsor logo, display banners and 1st place rosette ribbons will be made available to all fairs participating in the 2012 Chocolate Baking Contests. Contestants will be encouraged to use as many Pennsylvania-produced ingredients as possible in their chocolate baking recipes. A list of member locations can be found on www.PAPreferred.com.

With this new sponsorship, it will be very important for fairs to update their premium book and all other media (tabloids, websites, press releases, etc.) to reflect the new rules and PA Preferred™ as the new Sponsor. *Discontinue use of any "Hershey" banners, ribbons, etc. as they are no longer the sponsor.*

All 2012 Special Baking Contest Chocolate Contest ribbons and banners, as well as contest documents for all the special baking contests, will be distributed at the Spring Zone meetings to fairs that returned their Intent to Participate form by the February deadline. Contest documents are also available from the PSACF website (www.pafairs.org, use Member Login, Baking Contest link).

A few reminders for the 2012 contest season:

1. Continue to follow the "once and done"

contestant eligibility rule; i.e. once a contestant wins 1st place at a 2012 fair in a particular PSACF Special Baking contest, they are no longer eligible to compete in that same baking contest at any other fair in 2012.

2. Communicate all special baking contest rules and requirements to your fair's contest volunteers and judges so that winners are properly certified and are legitimately eligible to compete at the PA Farm Show competition. Remember, if your fair's first place winner cannot attend the PA Farm Show competition, fairs can certify the next eligible winner. A great turnout of fairs at the PA Farm Show is a great boost for the contest sponsors!

3. Fair contest ribbons will only be provided for the special Chocolate contests. Ribbons for Apple Pie and Angel Food Cake are at the discretion of the fairs.

4. Scrapbook materials are no longer required to be submitted for any of the contests. Fairs will only need to send in the Contest Summary forms in a standard envelope. This will save fairs time and money!

Fairs must provide the winner names and phone numbers for places 1st through 3rd for each contest. Any sponsored prize money not awarded must be returned to PSACF.

We appreciated all of the convention delegates who attended our Special Baking Contest seminar at Convention. If there are any questions, contact the appropriate committee chairpersons:

Angel Food Cake and Apple Pie Contests -
Kevin Bieber 484-256-8009,
email kdbieber@natpennbank.com

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



100TH ANNIVERSARY



(L to R, top to bottom)

Sponsor Ken Greene, from GC Supply, was present to draw the golf cart winning ticket.

Winners:

Golf Cart presented to the Mifflin County Youth Fair.

John Deere Gator presented to the Crawford County Fair.

Laptop and Printer presented to the Kempton Country Fair.

Office Equipment presented to the Clearfield County Fair.

Laptop and Printer presented to the Sullivan County Fair.

MORE FROM 2012 CONVENTION



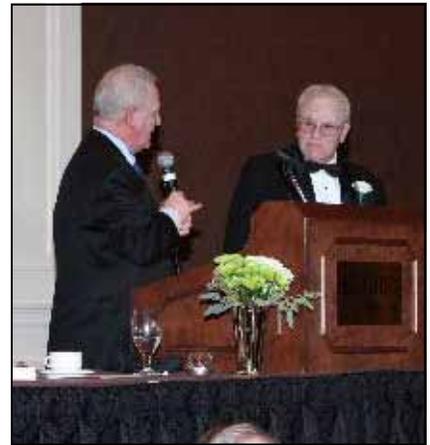
PA House of Rep. John Maher and PA Secretary of Ag. George Greig address the fairs and other attendees at the PSACF Annual Banquet



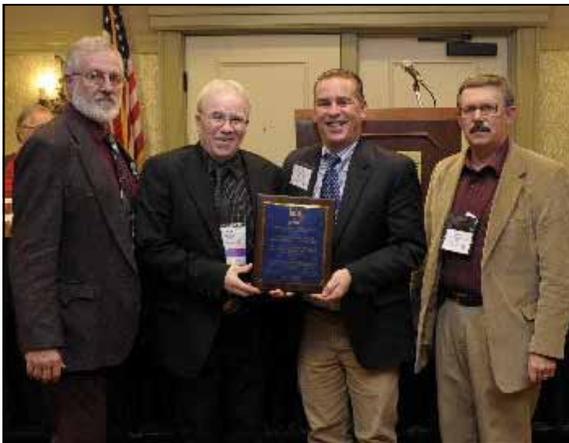
PSFQP Board of Directors and Coordinators



PSACF Board of Directors



PA House of Rep. David Millard presents citation to PSACF Pres. Ron Miller



Presentation from IAFE



"Dress It Up" Workshop Presenters

CONVENTION PHOTOGRAPHY



The 100th Anniversary is now one for the history books, and we have pictures to prove it! Thanks to Tim McGowan Studio and Associates. Tim and his photographers were busy covering every angle of the Convention from Opening Ceremony to Lone Star to Prize Giveaways to Fair Queens. Many convention attendees also took advantage of the opportunity to get individual and group portraits taken. 2012 Convention photos are now available online to view and purchase:

www.PSACF12.photoherald.com *

Password is 100

You can order emailed images, printed photos and even complete disks of photos. But don't delay because the online website will end on May 29!

Tim McGowan Studio and Pro Media Concepts LLC are available for fair, fundraiser, wedding, senior portrait, and even aerial photography. Contact Tim McGowan at 717-866-9094 (studio), 717-228-5357 (cell) or tmstudio@comcast.net (email). You can

also visit their website at www.TimMcGowanStudio.com.

*website note: you must type the www.PSACF12.photoherald.com address into a web browser address bar on a web explorer (ex: Internet Explorer). Do not use a search engine bar such as Google or Yahoo.



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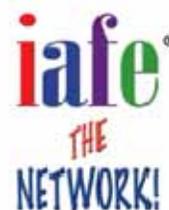


portal leading patrons searching for fairs on our website to the robust functionality of FairsEverywhere.com. This site is powered by Saffire Events, who has come on board through an affinity agreement with the IAFE.

The FairsEverywhere.com website allows you to have an event page dedicated to sharing information about your event. In addition, and perhaps most importantly, the website allows your visitors to interact with Facebook and Twitter to share your event dates with their social media "friends and followers."

The IAFE has teamed with Saffire Events to enhance your member benefits and help fair patrons find your fair online! Driving visitors through your front gate is the reason IAFE has always had a prominent "Find A Fair" feature on www.fairsandexpos.com. We wanted to make this service more effective for you and with the expertise of Saffire Events, an IAFE Associate Member, we have!

Our "Find A Fair" feature has transitioned to a



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2012 CONVENTION - SEMINAR REPORT

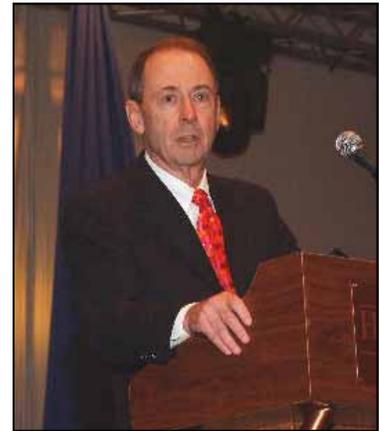
- Kevin D. Bieber

The 100th Anniversary of the PSACF was celebrated with some great speakers as well as very informing seminars. Over the past year or so our committee listened to you as to what you wanted to hear at convention regarding seminars and table topics. Our committee worked together with the table topics committee in trying to accomplish this goal. Overall, the goal of the seminar committee is to make sure we have topics of interest no matter how large or how small your fair is. Then of course there are those seminars that benefit all. This past year we truly feel we reached out to all of you and by the response of the evaluation forms, our committee has agreed that we accomplished that goal.

I would like to take a moment to thank all of you who came up to me at convention and stated your pleasure with our keynote speaker Sam Hayes. Of course we all knew Sam would do a great job as he knows this industry and is truly one of us !!! Sam always had and still does keep the fairs in his heart and I can tell you he really enjoyed being our keynote speaker as we kicked off our 100th anniversary celebration.

As the committee starts to plan for the 2013 convention, we need to hear from you. Is there

anything out there that you would like us to consider as a seminar? Have you been somewhere else that you heard someone speak that you feel would bring value to our convention? If the answer is yes to any of the above, please feel free to get in contact with me as soon as possible. You can reach me on my cell phone at 484-256-8009 or by e-mail at kevin.bieber@nationalpenn.com. I would like to wish all of you a very safe and successful 2012 fair season and I hope you are able to take something you learned at convention and apply it to your fair this year.



Sam Hayes Jr.

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OUR DEEPEST SYMPATHY

Joseph R. Hartle, Jr. 78, of Bellefonte, passed away Thursday, March 1, 2012 at his home, surrounded by his family. He served on the Centre County Grange Fair Committee for 61 years, 25 of those years as the President. Joe was named the Pennsylvania State Granger of the Year in 1973. He was awarded Pennsylvania Master Farmer in 1979. He served 35 years as a volunteer leader for the Centre County 4-H Dairy Club. He was a charter member of the Centre County Agricultural Forum and active in the Centre County Ag Extension. Along with his wife, Gladys, he is survived by a number of children and grandchildren.

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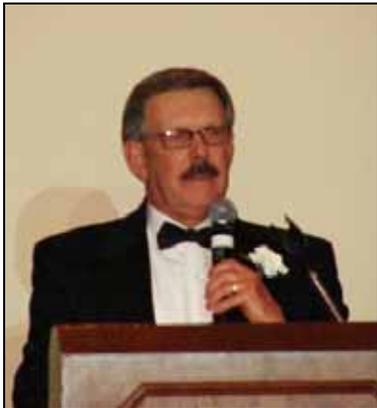
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KOPPENHAVER NAMED FAIR PERSON OF THE YEAR

BY REBECCA ZEMENCIK (MANAGING EDITOR REBECCA-Z@CITIZENSTANDARD.COM)

Published: February 2, 2012



GRATZ - He was literally born into it and at the mention of his birth date, is when Bruce Koppenhaver, of Gratz, finally realized he was being named this year's Fair Person of the Year.

Koppenhaver received the prestigious award during the 100th Annual Convention of the PA State Association of County Fairs held January 18-21, at the Hershey Lodge and Convention Center, in Hershey.

As the presenter at the convention listed Bruce's involvements, his daughter, Nicole and her husband, Mike Wehry, who reside in Kansas, waited in the shadows until Bruce's name was announced and then surprised him with their presence at the convention.

"It was so nice for Bruce to get this award," said Dorothy Klouser, a new member to the Gratz Fair Board of Directors. "He sat there listening and thought it was someone else they were talking about until he heard his birth date. His entire face changed and he knew then that they were describing him and then when his daughter and son-in-law appeared he was really surprised."

Bruce's family affair began with his parents Gilbert and Marie's first date at the Bloomsburg Fair," said Bruce. He says his began at birth during fair week in 1949.

One of my childhood memories was when my dad had my brother, Gary, and I perform security one evening for the Grange Building," shares Bruce. "The family car was pulled into the building where we slept. I'm not sure how much "security" we offered because during the night we heard a loud crash. We both refused to get out of the car due to what I'm assuming could only be classified as paralyzing fear. When the sun rose it was HORRIBLE - actually we discovered a fallen photo's glass had broken. No robbers had attempted to steal anything!"

Not only was his father Gilbert involved in the fair business, but his grandfather as well. Three generations of hard work for agriculture came from the Koppenhaver family.

Bruce's official fair experience started when his father, Gilbert, saw the Gratz Fair's need for the younger generation to get involved with the fair. Bruce purchased a fair stock in 1980, and was elected to the Gratz Fair Board of Directors and Executive Committee, being elected Treasurer. Both Bruce and his brother-in-law Rod, began their trip down the fair path. Rod was on a number of committees and eventually as chairman for gate and security. Bruce was involved in exhibits, treasurer, and later as president. He was elected President of Gratz Fair, a position he still holds today. Bruce is also the executive secretary/treasurer of the Pennsylvania State Association of County Fairs (PSACF).

"He truly has earned this recognition and as his auto license plate states, he is MR FAIRS," said the presenter at the convention.

PSACF says they have witnessed Bruce's management skills as he leads the Gratz Fair Board members and other community leaders of the Upper Dauphin area to work together to promote, improve and set standards for the operation of the Gratz Fair. Bruce used his programmer skill to provide leadership for exhibit management software to be purchased and utilized.

Bruce established a scholarship program for exhibitors in 1994. In the past 17 years, 100 exhibitors have received over \$50,000. Scholarships are funded by the craft shows he coordinates annually.

Under his leadership, the Gratz Fair Queen Program was re-established in 1993, with 18 Queens

See "Fair Person" - next page

and alternatives receiving scholarships.

Bruce's father was involved at the state level on the PA State Association of County Fairs Executive Committee since the mid-80's. Again, his father thought of younger participation, and so Bruce was elected to take his father's place on the board in 1989. He has served and chaired various committees. He is editor of the PSACF newsletter, FairTalk. He has served since 1995 as Executive Secretary/Treasurer of the association and organizes the annual convention.

Bruce earned the title of Certified Fair Executive from IAFE in 2002.

"Having enjoyed my time at the state level, my 12th two-year term expires at the next convention," said Bruce. "I will not be seeking reelection and will turn my focus back to the local fair."

Although Bruce says he plans to turn his focus back to the local fair, it truly has never left, Bruce is constantly trying to come up with new ideas and different things to boost the fair. A new event is being planned for this year and more details will be announced as they become available.

"We are hoping to add revenue to the fair with a music and wine festival and are hopeful that this event will also bring awareness that there is a fair held each year," said Bruce. "I would also like to promote and generate more non-fair usage, which would mean more revenue, but also requires more time and effort. It's no use having the facility set idle except for fair week."

Bruce says young people involvement is a



problem that most fairs throughout the state are facing. He said he would like to pursue a junior fair board to assist and add youthful insight.

"Over the years we have lost some key people and you wonder how you're going to cover those areas and then you are fortunate to have folks like Dottie and Bruce Klouser step up to the plate," said Bruce. "Without a great board of directors the Gratz Fair could not take place. It's not one single person who makes the fair happen, it's the efforts of the entire board."

Other than fairs, Bruce is involved in his community fire company, the Masons and Tall Cedars, and has served on the Borough Zoning Board for many years.

On a personal note, he attended Upper Dauphin Area High School and graduated from Harrisburg Area Community College. For over 30 years he worked for the Commonwealth of Pennsylvania in the civil service, personnel and payroll departments, retiring in 1999. In 1970 he married his wife Linda.

He is very active at his church and has been a member of the church choir since a teenager.

"My dad and I are the only father-son to receive this award," says Bruce. "He received his award in 1992. As I look at the honor of this award, I'll reflect on the accomplishments that dad, Rod, and I, plus others that gone on before, shared together."



Congratulations!

THE SECRETARY'S NOTEPAD

- Bruce Koppenhaver, CFE

100th PSACF/PSSA Convention

The 100th PSACF/PSSA Convention began the 100th anniversary celebration of the PA State Association of County Fairs, with the theme "A Century of Celebrating Fairs and Agriculture." The convention was held at the Hershey Lodge and Convention Center in Hershey, PA on January 18 - 21, 2012. Registration was 1,677, a slight increase from the previous convention. Points of interest during the convention were: Showcase of Entertainment (Wednesday) and a number of meal functions with entertainment. Seminars, consisting of education topics, and Table Topics for general discussion and sharing. The spouses programs consisted of "Basket Bingo" and "Quilting." In addition, they could shuttle to/from the "Hershey Story" Museum. The Trade Show had over 150 booths, and consisted of various goods and services. The indoor space allowed for a variety of items to be on display such as booking agents, musical groups, miscellaneous entertainment, fair suppliers, and others. As in previous years, there was a food court located in the Trade Show area. Of special interest this convention was a memorial booth (photos/names/affiliation of those departed in the past year) and 100th anniversary booth (memorabilia from previous conventions) directly inside the Trade Show entrance.

Thursday

The Opening Celebration on Thursday morning had entertainment and was highlighted by keynote speaker, Sam Hayes Jr., a former PA legislator and PA Secretary of Agriculture. His presentation was sponsored by Power Pulling Productions, LLC - Lucas Oil Pro Pulling League, New Brighton PA. A 100th anniversary prize of a John Deere Gator was awarded to the Crawford County Fair, Meadville PA. The PSACF Annual Banquet where the PSACF officers, directors, past presidents, and past fair persons of the year were acknowledged. Bruce Koppenhaver, CFE of the Gratz Fair, Gratz PA was named "2011 Fair Person of the Year." Entertainment for the evening was the national recording band "Lonestar." A 100th anniversary prize of a golf cart, sponsored by GC Supply of Uniontown PA, was awarded to the Mifflin County Youth Fair, Reedsville PA. This event was attended by over 950 people.

Friday

The Communications Breakfast where the winners of the communications exhibits were awarded.

The PSACF Annual Meeting was well attended. A 100th anniversary prize of a computer package, laptop and printer, was awarded to the Kempton Country Fair, Kempton PA.

The PA Showmen's Banquet where Irv Good was named "2011 Showman of the Year." Another golf cart, sponsored by the PA Showmen's Association, was presented to Boots Klinger of the PA Showmen's Association.

Saturday

During the noontime auction drawings, a 100th anniversary prize of an office equipment package, copy machine and supplies, was awarded to the Clearfield County Fair, Clearfield PA.

The Coronation Banquet where the 2012 PA Fair Queen, Drew An Brubaker from the West Lampeter Community Fair, was crowned from among 57 fair queen contestants. A 100th anniversary prize of a computer package, laptop and printer, was awarded to the Sullivan County Fair, Forksville PA.

PSACF officers for 2011-2012: President – Ron Miller, Kutztown Fair; Vice-President – John Blaney Jr., Fayette Co. Fair; Exec. Secretary/Treasurer – Bruce Koppenhaver, Gratz Fair; Immediate Past President Jim Davis, Huntingdon Co. Fair.

2013 Convention is January 23-26 at the Hershey Lodge & Convention Center, Hershey PA.

Recent Mailings

All associate members were mailed membership packets in early February. If any associate member had not received their packet, please contact the association office.

Fairs were mailed dues notices in early March, after last year's reimbursements were processed. Packets will be mailed as dues are received. If your fair did not receive your notice, please contact the association office.

Special Baking Contests

The Special Baking Contests "Intent to Participate" form was distributed at convention, with the remainder mailed. See article in this newsletter on this topic.

Animal Health

An Animal Health document for 2012 is available in the "Fairs Only" section of the association website. Apply the 2012 rules to your Premium Book/Tablet.



See "Notepad" - next page

Promoter License

The PA Department of Revenue did a renewal of each fair's promoter license for 2012. Every fair's license expired in January, 2012. Contact Marvin Paulk at (717) 772-2906 or mpaulk@state.pa.us if your fair did not receive a valid license for the year. Reminder: if any business, person, etc. has sales (food, supplies, equipment, etc.) at your fair, the fair must have a promoter license. An application is located on the association website under "Fairs Only." If the fair only has sales (and nobody else), then no license is required.

Fair Funding

The line item for "Payments to PA Fairs" was moved from the "PA Department of Agriculture" into the "PA Race Horse Development Fund." The proposed amount is \$874,000 and is at the current budget's post-freeze level.

The association's officers will be scheduling meetings with key legislators and leadership during the coming weeks. After the budget hearings, which recently concluded, we will meet to discuss and develop a "plan of action." It is anticipated that this plan will be released to fairs (at zone meetings) and to other interested parties.

Prior to the release of this plan, we will be accepting comments for consideration.

2012 Theme

The 2012 fair season theme, and for the fair display at the 2013 convention, will be "A Century of Celebrating Fairs and Agriculture." No theme slick was printed; however, a sample will be available in the "Fairs Only" section of the association website by late-March.

Msgr. John W. Mignot Scholarship Program

The 2013 scholarship material will be posted to the association website by April 1. At the present time, funds are available to release five (5) scholarships. In order to release the maximum of six (6) scholarships, a minimum of \$1,772 must be raised. Please consider donating to this worthwhile program.

Based on last year's applications, the following observations were made:

An applicant must apply his/her efforts equally to all areas/criteria. Even though "fair participation" counts for 30%, the other areas/criteria are as important.

A fair's endorsement should be detailed/knowledgeable/enthusiastic of the applicant and not a "rubber stamp."

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ASSOCIATE MEMBERS REPORT

- Galla Higinbotham



What fun we had celebrating the Pennsylvania State Association of County Fairs' 100th anniversary! There was a spirit of conviviality in the air as everyone greeted one another and newcomers attempted to navigate the many hallways.

This year's ever-popular Wednesday night showcase featured a wonderful diversity of talent. Several years ago, when Art Jennings and Paul Hoskinson were the emcees and stage managers, they created the following mission statement for the showcase: *Our mission is to produce a good show that will please and entertain the audience, which remains absolutely on time and which will present each act in a fair and equal format and that will be to the best advantage of each act.* Sam Zaffuto, Showcase Committee Chairman, does just that. I encourage all acts - jugglers, musicians, magicians, bands and singers - that have not showcased in the last 3 years, to submit your application this fall for the next convention.

The Trade Show was full and traffic was brisk, especially during the specific time dedicated for Trade Show visitation (when no seminars and table topics were scheduled). Having this dedicated time to conduct business built into the convention schedule is of great value to associates and convention attendees alike. Under Dick Horstman's watchful eye, all ran smoothly. A big THANK YOU goes to wholesale distributor W. A. DeHart for supplying coffee to all who came into the Trade Show and to all the exhibitors. That was much appreciated!

We would like to thank all of the convention attendees that took the opportunity to visit the Trade Show. One of the biggest trade shows in the country, the 160 booths present offer the very finest in professional goods and services available to the Pennsylvania fair industry. At this time of budget cuts and economical downturns, it is more important than ever that all facets of the fair industry work together and the associate members can help as fairs look for ways to offer more for the fair-goer's dollar. For those who didn't get a chance to speak to everyone all the way around the room, your associate members are listed, as always in your commemorative 2012 directory.

The now famous "Sticker Game", created by Kevin Bieber to promote the Trade Show, was again fun for everyone as convention attendees went from booth to booth in search of colored stickers to fill a card that entered them in drawings worth over \$500.

One of the highlights of the convention is the informal "jam" session in the main lobby. Musicians, singers, fairs, fair queens, showmen and associates carry on, dance, laugh, make music and have fun together. Thank you to Shelby from "Make Mine Country" for even calling a couple of square dances. And we all celebrated showmen Earl "Red" and Ethel Layton's 67th wedding anniversary with them.

On behalf of the associates and his many fair friends, we extend heartfelt sympathy to Tiny Young of "The Big Tiny Young Show". Many of us knew his wife, Lois. She was one special lady and she passed away on December 23rd after a long battle with cancer. She will be missed but not forgotten.

I will continue to strive for positive and productive relationships between the associate component, the officers and the member fairs for the mutual benefit of all.

I can be reached at dangalla@uplink.net.

Happy Spring!

2012 Convention Trade Show Sticker Winners:

Hershey Weekend Getaway:

Gene Mackes - West End Fair, Gilbert

\$100.00 cash winners:

Danielle Chamberlain - Unionville Community Fair

Bill McGowan - Washington Co. Fair

Jerry Conese - E-Z Concessions

Connie Peiffer - Clinton Co. Fair

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WebSite: E-Mail:
Info: Inter-active children's theater, puppets, marionettes.

Attractions, Thrill & Stunt Shows

KSR Motorsports

PO Box 1701 Paoli PA 19301
Phone: (483) 319-1118 Phone 2: Fax:
WebSite: E-Mail:
Info: Monster truck show.

Carnivals (rides)

LAM Enterprises

PO Box 12 Greenock PA 15407
Phone: (412) 751-9691 Phone 2: (412) 298-4954 Fax: (412) 751-8878
WebSite: www.lamenterprises.biz E-Mail: lam_rides@yahoo.com
Info: PA based carnival supplying rides, games, food, etc.

Fireworks

ACE Pyro, LLC

PO Box 1041 Clearfield PA 16830
Phone: (814) 765-5918 Phone 2: Fax:
WebSite: www.acepyro.com E-Mail: info@acepyro.com
Info: Professional display fireworks.

Food Concessions

Crusty Brothers, LLC

486 Guintier Rd. Jersey Shore PA 17740
Phone: (570) 244-2207 Phone 2: Fax: (570) 398-7060
WebSite: E-Mail: kcrust@hotmail.com
Info: Chicken/pork parfait; burgers & dogs in special sauce; fresh cut fries; frito chili pie.

Whited's Concessions

44 Greenland St. Clearfield PA 16830
Phone: (814) 592-5714 Phone 2: Fax: (814) 765-6366
WebSite: E-Mail: jrwhited@verizon.net
Info: General menu food concession business known as "Firehouse Grill."

Food Concession Supplies

Berk Enterprises, Inc.

PO Box 2187, 1554 Thomas Rd. Warren OH 44484
Phone: (330) 369-1192 Phone 2: (330) 713-3127 Fax: (330) 369-1192
WebSite: www.berkpaper.com E-Mail: arogers@berkpaper.com
Info: Berk concessions is a full-line distributor of novelty, concession, and drinkware items.

Lights, Sound, Stage, Communications

Duttera Sound Service

118 East High St. New Oxford PA 17350
Phone: (717) 624-4986 Phone 2: Fax: (717) 624-2860
WebSite: E-Mail:
Info: Professional sound and lighting - rental - sales - service.

Musical Attractions

Headstrong

246 Wolgemuth Dr. Lancaster PA 17602
Phone: (717) 397-9484 Phone 2: (717) 314-3035 Fax:
WebSite: www.thebandheadstrong.com E-Mail: crazybriar@yahoo.com
Info: Musical attraction / band modern country.

MESA

330 Knauss Rd. Nazareth PA 18064
Phone: (610) 737-0950 Phone 2: Fax:
WebSite: www.mesapa.biz E-Mail: mesaband@ptd.net
Info: We can cover it all! You want Country? We will entertain you with all of your Top 40 Favorites. You want Classic Rock? We will Rock you with some your all time Favorites from Journey, Tom Petty to Fleetwood Mac! You want Elvis? We do that too!

Rodeos

Painted Pony Championship Rodeo

PO Box 459 Lake Luzerne NY 12846
Phone: (518) 696-2421 Phone 2: Fax:
WebSite: E-Mail:
Info: Rodeo entertainment.

Security

Lehigh Law Enforcement Officers Assn.

435 Ridge Ave. Allentown PA 18102
Phone: (610) 435-3700 Phone 2: (610) 442-4889 Fax: (610) 351-2402
WebSite: E-Mail: lleoa@ptd.net
Info: Security.

Special Services

SummerWorkUSA.com

2451 Atrium Way Nashville TN 37067
Phone: (615) 391-2948 Phone 2: Fax: (615) 884-3537
WebSite: www.summerworkusa.com
E-Mail: sjohnson@summerworkusa.com
Info: J1 Visa Sponsor - Staffing.

COMMUNICATIONS COMPETITION

- Debbie Stephenson

The winners of the Communications Department are below and posted online on the PSACF website. Congratulations to all and thank you to all who entered. We had a wonderful showing of fairs and their displays. Please try and enter this year from all your fairs. Thank you to all who judged and helped

in anyway for our Convention without you, it would not be possible. Thanks to Regalia Manufacturing, Fair Publishing Company and Steinman Ribbon Company; what wonderful sponsors you are. Questions about entering, please call the contact number on the info page on the website.

2012 COMMUNICATIONS WINNERS



PREMIUM BOOK

1. Stoneboro Fair
2. Waterford Community Fair
3. Jamestown Community Fair

PLACEMAT

1. Washington County Ag Fair
2. Elizabethtown Community Fair
3. Jamestown Community Fair



BILLBOARD

1. Luzerne County Fair
2. Huntingdon County Fair
3. Greene County Fair

PREMIUM TABLOID

1. McKean County Fair
2. Huntingdon County Fair
3. Westmoreland Fair

See "Communications" - next page



NON-PREMIUM TABLOID

1. Westmoreland Fair
2. Schuylkill County Fair
3. West End Fair



SCRAPBOOK COVER

1. Washington County Ag Fair
2. Westmoreland Fair
3. Bedford County Fair



WEBSITE

1. Shippensburg Community Fair
2. Greene County Fair
3. Clearfield County Fair



SCRAPBOOK

1. Westmoreland Fair
2. Washington County Ag Fair
3. Bedford County Fair



PROMOTIONAL MATERIALS

1. Centre County Grange Fair & Encampment
2. Lebanon Area Fair
3. Oley Valley Community Fair



VIDEO - AMATEUR

1. Crawford County Fair



FAIR DISPLAY

1. Oley Valley Community Fair
2. Lebanon Area Fair
3. Luzerne County Fair



BROCHURE

1. Westmoreland Fair
2. McKean County Fair
3. Greene County Fair



CREATIVE FAIR DISPLAY

1. Centre County Grange Fair & Encampment
2. Oley Valley Community Fair
3. Luzerne County Fair



BEST OF SHOW

Westmoreland Fair
[best top 5 scores]



POWER POINT

1. Washington County Ag Fair
2. Crawford County Fair
3. Oley Valley Community Fair

Theme for 2012 fair season and
2013 Communications Competition



A Century of
Celebrating Fairs
and Agriculture



BOOTS HETHERINGTON, Pennsylvania Department of Agriculture



Boots

This is an exciting time to be involved with Pennsylvania's fairs, especially with the upcoming fair season commemorating "A Century of Celebrating Fairs and Agriculture." The Department of Agriculture honored fairs as well as our state 4-H program with the butter sculpture at the 96th Pennsylvania Farm Show in January. The 2012 show was a huge success, with all time records set in attendance, parking and food court sales.

It was great to see so many fair volunteers helping make the Farm Show happen. The Department of Agriculture thanks members of the fair family who worked tirelessly to ensure the Farm Show's ultimate success.

In a twist to a favorite contest, the chocolate cake contest will be sponsored by PA Preferred™, the permanent branding program for our state's agricultural products. Keep an eye out for its logo: a gold checkmark inside the blue keystone with the tagline: "Made in PA. It makes a difference." We created a special tagline for our fruit and vegetable growers: "Grown in PA. It makes a difference." Whether it's grown or made in PA, it makes a difference in our economy. The program keeps money and jobs in Pennsylvania by identifying for consumers the goods produced by our local farmers and agribusinesses. We're proud to sponsor a contest that celebrates the talent and creativity of Pennsylvanians.

Congratulations to the fair association and Pennsylvania State Showmen's Association for another successful convention. We enjoyed the camaraderie with our fair friends and the excellent entertainment. We look forward to working with 2012 PA State Fair Queen Drew An Brubaker in continuing to celebrate the fair association's centennial.

It's great to see Bruce Koppenhaver, PSACF Secretary-Treasurer and Gratz Fair Board President, honored as the 2011 PSACF Fair Person of the Year. Bruce works tirelessly every day for the betterment of Pennsylvania's fairs, and serves as a great resource to me and my assistant Michelle Worden.

Secretary George Greig recently announced appointments to the PA Fair Advisory Board. We thank John McMullen of the Indiana County Fair, Beverly Gruber of the Schnecksville and Allentown Fairs and Larry Krome of the West End Fair for their years of dedicated service on the board. We welcome James Davis, Huntingdon County Fair and PSACF Past President; Ed Nehrig, Indiana County

Fair and PSACF 2010 Fair Person of the Year; and Casey Hall, PA FFA State President and 2010 PA State Fair Queen, as the newest members of the board.

We're nearly finished with the Fair Fund reimbursements.

Just a reminder: the Department of Agriculture does not issue any payments. We submit your approved application to the comptroller and on to Treasury for payment. If the organization's name, address, federal EIN or vendor number is inconsistent with current state records, the application will not be sent to treasury. Because each organization is considered a vendor, any discrepancies can only be resolved by the vendor filing a formal change request. We will try to prescreen applications next year. If you have any of the aforementioned changes, please let us know before the November application deadline. A little work beforehand will make the process a lot smoother.

We are also updating all our applications and forms, giving them a fresh look and better accessibility and flexibility. You'll be able to download the forms, fill them out by computer and email them back to us, or print them for filling out and mailing back.

Questions that came up during the application approval process:

Our fair pays out small awards in cash. Is that a reimbursable expense? According to the PA Agricultural Fair Act regulations (102.23 Eligibility), to be eligible for a grant, the applicant shall have complied with, and agree to comply with, the following requirements: **Premiums, awards and operational expenses shall be paid by check.**

How long must we keep our fair records? The Pennsylvania Agricultural Fair Act Regulations requires all applicants to keep records **for a period of three years or more** and make them available to PDA for audit or inspection. You should discuss with your accountant or a tax expert concerning any state or federal requirements on record keeping.

The 2012 PA fair season will soon be upon us, and I'm ready for it. It begins in Somerset County at the Pennsylvania Maple Festival March 24. Secretary Greig and I look forward to visiting with you at your local fair.

J. R. Sellman Co., LLC

Phone: 610-337-0130

Fax: 610-337-0131

jrsellmanco@verizon.net

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WEST END FAIR, GILBERT, PA

PENNSYLVANIA STATE FAIR QUEEN

- Drew An Brubaker



Dear Fair Friends,

Words on a page cannot possibly capture how truly honored I feel to have the opportunity to represent the Pennsylvania State Association of County Fairs as the 2012 Pennsylvania State Fair Queen. On a breezy September evening this past fall, I walked into the arena of the West

Lampeter Community Fair completely unsuspecting of the events to come. At that time, I was completely astounded to receive the wonderful opportunity to represent my fair, and my amazement has only grown with the size of the tiara. I am honored, humbled, and truly grateful for this astounding opportunity. I walked into the Hershey Lodge this past January balancing an evening gown, an interview outfit, and my reliable flannel shirt. I walked out as the same girl with the same packages, but I also had a crown, a new respect for the agrarian community, and an exuberant passion for the agriculture of Pennsylvania. Over the course of Convention, I met many wonderful young women in the Fair Queen Contest. I found company in my affinity for agriculture and community in my peers, but I also received the opportunity to connect with and learn from many individuals considerably

smarter and more experienced than I. I have never in my life felt so supported, affirmed, and inspired than I have serving as the 2012 Fair Queen.

I have only just begun my incredible journey learning about and representing Agriculture and Fairs in Pennsylvania, but I look forward to this year with great enthusiasm. My journey so far has taken me to Harrisburg for "Cornucopia Days" where I met many of our state legislators and conversed with them about the benefits of the Pennsylvania Fairs. I was also able to attend a local Penn State Agriculture Cooperative banquet, and I learned an incredible amount about the functioning of an agricultural community there. I traveled to the Capitol a second time in early March to meet with my local Senator as well as to be introduced to the full Senate in session. I sincerely anticipate enjoying every moment of the rest of my journey this year. Again, I feel so truly honored to represent the Agricultural community, and I hope to meet many more wonderful people as I travel to local fairs this coming fair season. I look forward to learning even more about Pennsylvania agriculture and becoming a part of the wonderful agrarian community. Thank you again for entrusting me with this incredible opportunity. I will do my absolute best to represent the Pennsylvania State Association of County Fairs with honor, integrity, passion, hard work and dedication.

If you would like me to visit your fair or event, please contact Sarah Long.



Senator Lloyd K. Smucker presented a citation to the 2011 West Lampeter Fair Queen Drew An Brubaker, who was recently crowned the 2012 PA Fair Queen. Drew An is a senior from Lampeter-Strasburg.