



NYSAAF

NEWSLETTER

New York State Association of Agricultural Fairs, Inc.



Scott Christian

President's Message

Welcome to my first newsletter submission as president of the NYSAAF. The main goal of these communications is to keep you up-to-date on the latest news, events, and any other information that might help our brothers and sisters across the state.

I would like to start by thanking Harry Booth and Mark St. Jacques of Washington County!

They were instrumental in organizing lobby days on March 5th in Albany. I also would like to thank everyone else from fairs across New York State, who took the time out of their own busy lives to join us and help promote our goals and ideals. I feel as though the feedback we received from the Assembly and Senate was very positive, and I look forward to seeing what comes of it.

With spring approaching, I'd like to encourage those who can, to attend this year's IAFE Zone 1 meeting in Glens Falls, NY. The event will be held from May 3rd -5th at the Queensbury Hotel, and hosted by the Washington County Fair. Board members from all fairs are welcome to attend. There will be workshops, speakers and roundtable discussions. Meals on May 4th and 5th are provided free of charge. Registration is currently open and you can find out more on the IAFE website, under events (www.fairsandexpos.com). Let's see how many people we can get there to support Mark!

The next thing I would like to discuss is the IAFE Annual Convention. This year's convention will be in San Antonio, TX from November 25th -28th. It's going to be held at the new Henry B. Gonzalez Convention Center, in the heart of San Antonio. The Convention Center and Riverwalk are beautiful and voted #1 in host cities for conventions! The website is www.iafeconvention.com if you'd like to check it out for yourself! Registration begins on May 24th.

There are also some concerns facing fairs across the state and country. First, mobile amusement operators and concessionaires are facing labor issues. The second is the aggressive actions of the animal rights extremists. If you are an IAFE member, please take the time to go to the library and look up the Active Response Kit (www.fairsandexpos.com). If you are not an IAFE member, the information contained within this document alone is worth the membership fee.

I hope everybody is coming along in their grant applications! If anyone needs help I'd be more than happy to help or point you in the right direction. I also hope everybody's fair preparation is coming along nicely.

Remember, buy local, support local jobs, and see you at the fairs!

Scott Christian, President

Lobby Day

We had 18 representatives from 7 fairs attend lobby day. We visited the offices of 37 legislators plus we talked to Pat Hooker, the Deputy Secretary for agriculture in the Governor's office. Although we were stretched thin at times to make all of the appointments the day was very successful.

At the present time both one house budgets have reinstated the

premium dollars to \$500,000 and include \$5 million for capital expenses. Language is also being proposed that will include restrooms, septic systems, and some other water safety measures.

I'm cautiously optimistic, that the outcome will be a good one.

By the time the board meets we should have good idea just how successful we are.

R Harry Booth



Lobby Day 2018



L/R - Senator James Tedisco, Gerry Elthorp, R. Harry Booth, Robert Simpson

3rd Vice President

**Edward Rossley –
Delaware County Fair**

Ed has been on the Board of Directors of the Delaware County Fair for 18 years and currently serves as President. He has been the tractor pull announcer for 8 years. He has been involved with the FFA during school and has been an officer on its advisory committee. Additionally, he has been active with IAFE, NYSAAF Fair Managers Association and Ag Awareness Committee. He is married with 3 children and 8 grand children, served his local Fire Department, enjoys hunting and fishing, and loves the Fair.

District Directors

Julia Reynolds - District 2

Julia is from Washington County Fair. I have been a director for 20 years and Executive Secretary for 12 years. I have been an exhibitor for over 40 years and our fair was always the highlight of the summer.

I have been attending the NYSAAF convention for 18 years and have made several new friends which has broadened my fair family. Having been chairman of the Audit committee for the association for 4 years which has given me new insight on the association as a whole. I currently work as a manager at UPS and when not at work I play competitive tennis.

Bruce Fox - District 4

Bruce has been involved with the Boonville Oneida Fair for over 50 years, serving on the Board of Directors for 40+ years. Bruce has attended our Convention for 10 years representing his Fair. He is a retired NYS Corrections Officer with 27 years of service. He has been married for 38 1/2 years, has 3 children and 3 wonderful grandchildren. In his spare time he enjoys golfing and camping.

Nell Fellows - District 8

Nell has served as Secretary of the Cattaraugus County Fair for about 25 yrs. As most of us who are active at our fairs, I began as a 4H'er many years ago. The 4H program is as important to our fair now as it was then. Fair duties include ticket sales, entries, premiums and working with vendors, gate workers, department heads and patrons. Professionally, I'm a retired BOCES school librarian, having served eight different school districts over 34 years. Since retiring, she works seasonally for the Cattaraugus County HEAP Dept for the last four years.

Fair Managers Meeting

President Alton MacDuffie invites you to Batavia & the Genesee County Fair for the Managers Meeting, October 5 – 7, 2018. More information to follow.

District Directors



Front Row: Frank Cuff, Julia Reynolds, Joe Giroux; Back Row: Bruce Fox, Taryn Moyle, Kevin O'Brien, Rich Freligh

NYSAAF Executive Board



Front Row: Melissa Beardslee, Treasurer; Russ Marquart, CFE Executive Secretary, Back Row: Past President Gary Newkirk, CFE, 3rd VP Edward Rossley, 2nd VP Jason Lawrence, 1st VP Nick Pelham, President Scott Christian

NYSAAF 2018 Hall of Fame



R. Harry Booth, Washington County Fair receives the 2018 Hall of Fame Award from Chairperson Andy Imperati"



IAFE Zone #1 Meeting

May 3-5, 2018

Mark St Jacques, IAFE Zone Director and Manager at the Washington County Fair will host the IAFE Zone #1 Meeting in Glens Falls, NY. The Queensbury Hotel with its historic elegance and the Lake George/Saratoga region will be host to this event. Room Rates are \$99.00, more information will be coming!

"New York Agriculture – Standing Tall!"

Russell L. Marquart, CFE

The NYSAAF Agricultural Awareness program provides support to the local County Fairs to showcase New York's best in agriculture and livestock. Our theme for the next 4 years is "New York Agriculture – Standing Tall!"

In 2018, 11 fairs are eligible for inclusion in the program, they include; Boonville-Oneida County Fair, visit the Dairy Barn and experience just how and where your food really comes from. Cayuga County Fair, a new sound system that will allow for patrons to hear remarks from judges and hear about the various activities taking place on the grounds. Chemung County Fair, housing animals in temporary pens on the fairgrounds can be challenging. The purchase of 24 new goat pens will help to house these animals. Clinton County Fair, a new public address system will upgrade the Dairy Show Arena for the all who attend. Hearing the comments of the judges or general announcements will be a big improvement. Dutchess County Fair, new specie banners will help to identify the wide variety of animals on display during the Fair.

As well, field crops, fruits and vegetable banners will adorn the grounds. Erie County Fair, visit the Urban Farming Trail where you can see how simple container such as bucket, planters and boxes, can be used to grow fruits and vegetables. Lewis County Fair, proper educational signage will adorn the Fairgrounds, providing a great educational opportunity for the public visiting the Fair. Madison County Fair, the Merrill Building will see a new exhibit on Ag Awareness. Educational opportunities will abound in this updated building. Saratoga County Fair, a new Goat Milking display will provide an interactive spot for the public to witness what these creatures have to offer to the food chain. Ulster County Fair, plans are underway to purchase a new milking cow for public awareness. Washington County Fair, updated handwashing stations in the animal areas for both the patron and animals will be installed throughout the grounds.

As New Yorkers and fair people we are proud to be involved to insure we are all "Standing Tall!" for agriculture.

Dates to Remember

2018

- May 2..... IAFE Cyberseminar -Human Resources
- May 3-5.....IAFE Zone #1 Meeting hosted by the Washington County Fair,
..... Queenbury Hotel, Glens Falls, NY
- May 10..... FREE IAFE Cyberseminar - Lightning Safety
- July – September Visit one of the great NYS County Fairs
- August 25.....Newsletter article deadline
- September 27..... FREE IAFE Cyberseminar–
..... Involve Urban Youth at Your Agricultural Event?
- October 3IAFE Cyberseminar – Animal Welfare vs. Animal Rights – Are You Prepared?
- October 5-7NYS Fair Managers Meeting, Batavia, NY
- October 20 NYSAAF Entertainment Showcase Applications deadline
- November 1.....Newsletter article deadline
- November 7.....IAFE Cyberseminar – Business Planning – Do You Have A Plan?
- November 10.....Registration OPENS for NYS Association of Ag Fairs Convention
- November 25-28IAFE "First Impressions" Convention – San Antonio, Texas
- December 15Early Registration for NYSAAF due, price increase

2019

- January 11-14, 2019..... NYSAAF Convention –
..... Joseph A. Floreano Riverside
..... Convention Center, Rochester, NY

San Antonio, IAFE First Impressions

If you have never participated in one of the IAFE Conventions, this is your chance to experience something new. The Convention will be held in San Antonio, November 25-28, 2018. Small Fairs will benefit greatly from the information that is shared at this meeting. Please consider attending and taking advantage of the experience to help your Fair grow. I know our First Vice President of IAFE, Jessica Underberg and Zone 1 Director Mark St. Jacques, have put a tremendous amount to time into making sure everyone's "First Impressions" are good ones. Join your Fair family and visit San Antonio this year!

Executive Secretary Report

Spring is upon us and for many our thoughts turn to opening up the Fairgrounds and getting ready for the greatest event of the year, your County Fair. Our Association is strong and here to represent you as group. The Annual State & County Fair passes are on sale at this time. Please be sure to promote them in any way possible in your region, it's a great deal for our Fair guests. It is also one of the ways our group is funded for projects like Ag Awareness from which you all benefit. I have already started to look at my Fair visit schedule this year. I look forward to attending as many Fairs as time will allow again this year. I hope to see more of the great work being done with the funding that was provided by Ag & Markets. If you are having trouble with the process, please be sure to reach out to Meg at Ag & Markets, she is a great resource. As some of you know I will be retiring from my full time job at the Erie County Fair in late August, I will continue my membership in the organization and most likely become a volunteer, Friend of the Fair, in the future. I will continue to serve as the Executive Secretary of our Association and look forward to working with all of you. As I travel to your Fairs, I marvel at the vastness of our State and diversity each Fair offers to its region. I look forward to seeing you this summer.



New York State Association of Agricultural Fairs, Inc. 2018 Convention

The 130th annual New York State Association of Agricultural Fairs Convention at the Joseph A. Floreano Riverside Convention Center in Rochester, NY was held January 12-15, 2018. Thirty-nine (39) Fairs attended as well as Associate Members of the Association. Over 750 individuals were in attendance. President Gary Newkirk, CFE, Ulster County Fair, New Paltz, NY welcomed everyone to the Convention.



Frank Pastizzo

Saturday's keynote speaker was Frank Pastizzo, "Warm Up the Workplace" and Sunday's speakers Mark & Kirstin Kimball presented "Motivate Youth".



Mark & Kirstin Kimball

A variety of breakout sessions continued throughout the four-day event and delegates enjoyed Ag Trivia, the Interactive Game Show Experience, hosted by Martha Bush of the Cortland County Junior Fair.

The Auction to benefit the scholarship program grows in items and attendance each year. The Auction proceeds with fund scholarships for students pursuing continuing education programs. Funds raised were in excess of \$13,000.00.

The 50/50 Raffle was won by Adesa Auto Auctions, Boston, MA, who donated the funds back to the Scholarship Fund.

The Trade Show was held on January 13 & 14 and included 91 booths. The "Little Red Wagon Parade" with its theme "County Fairs Olympics" was a tremendous success.

The Association's "Hall of Fame" Award was presented to NYSAAF Past President R. Harry Booth, of the Washington County Fair in Greenwich, NY.

New York State Showpeople's Association awards were presented to James Folts, of the Yates County Fair as "Fair Person of the Year"; "Show Person of the Year" was awarded to Bob Lawrence, Wilson Enterprises, "Workhorse of the Year" went to Mary Lloyd of Lloyd's Concessions. A Life Time Achievement award was presented to E. James Strates, Strates Show for his dedication to the carnival and fair industries.

The Officers for 2018 are as follows; Scott Christian, Essex County Fair, Westport, NY will serve as President of the NYSAAF for 2018. First Vice President, Nick Pelham, Steuben County Fair, Bath, NY; Second Vice President Jason Lawrence, Chenango County Fair, Norwich, NY, Third Vice President Edward

Rossley, Delaware County Fair, Walton, NY, Treasurer, Melissa Beardlee, Delaware County Fair, Walton, NY and Russell Marquart, CFE, Executive Secretary, Erie County Fair, Hamburg, NY.

Showcase acts included Keith Anderson presented by Klein's Entertainment, Emi Shine presented by Variety Attractions, the Beverly Belles, presented by Fusion Talent Group and Frankie Justin presented by Eagle Entertainment.

2019 Convention dates are January 11-14 at the Joseph A. Floreano Rochester Riverside Convention Center, Rochester, NY

For more information on NYSAAF Fairs & Convention contact Russell Marquart, CFE, Executive Secretary at nysaaf@gmail.com or visit our website at www.nyfairs.org.

50/50 Raffle

This year's winner of the 50/50 at the Convention was Adesa Auto Auctions, Boston, Mass. The Adesa Auctions donated the winnings of \$1,694.50 to the NYSAAF Scholarship Fund in Memory of Gary Tweedie. Thank you Adesa Auctions for you generosity!

District Directors are:

- District 1..... Frank Cuff, Ulster County Fair
- District 2..... Julia Reynolds, Washington County Fair
- District 3..... Joseph Giroux, Clinton County Fair
- District 4..... Bruce Fox, Boonville-Oneida County Fair
- District 5..... Kevin O'Brien, Delaware County Fair
- District 6..... Richard Freligh, Seneca County Fair
- District 7..... Taryn Moyle, Orleans County 4-H Fair
- District 8..... Nell Fellows, Cattaraugus County Fair
- NY State Fair Acting Director..... Troy Waffner, Syracuse
- Associate Directors..... Jeff Lloyd, Utica, NY & Joseph Sofo, Jr., Auburn, NY



Little Red Wagon Parade

New York State Showpeoples Association Awards



Fair Person of the Year – James Folts – Yates County Fair



Showperson of the Year – Robert Lawrence



Work Horse – Mary Lloyd



A Life Time Achievement Award was presented to E. James Strates for his contributions to the Carnival & Fair Industries



Griff, Dawn & Brandon Gillette Receive 1st place for Best food stand at the Florida State Fair

Associate Member Showcase: "THE BIG CHEESE!" –

Jack Kolassa

After my sophomore year of college at age 20, I started my own concession business. I had some help along the way of course, but I founded, operated, and financed my own business. Among many other things, this represents tradition, knowledge, direction, and accomplishment.

My grandfather started his first business in the concessions industry where my father and I both learned how to operate a business from the ground up. My father gained ownership of my grandfather's business and while I have started another business, I will eventually gain ownership of my father's business while maintaining the family tradition in the 3rd generation. An important part of understanding why I was able to start my own business is working with direction. Before I started my own business I worked with a purpose and direction. I didn't simply work as an employee in concessions because it's a job and I wanted to make money. I worked with a goal in mind to gain knowledge and experience in order to have the capabilities that would allow me to bring all facets of a business together.

I will continue my business along with the tradition of my family's business because of the opportunities and success that business ownership in the concessions industry promotes. In a fast paced and constantly changing industry, the concessions business is a great way to make a living as well as advance your knowledge and enhance all business related skills. Owning a business that reacts and adapts with changes in the market not only demonstrates hard work, but also shows how a person can understand and directly apply business intuition and innovation to provide value in the marketplace. I look forward to the future of the concessions industry because of the opportunity that it presents. I take pride in knowing that my concession business allows for personal control of business movements which result in a direct output of success as a measure of my effort and coordination.

Visit us on our website at: www.nyfairs.org

Newsletter

The NYSAAF Newsletter is published 3 times a year in April, September and December. Send information for the newsletter to Russell Marquart at nysaaf@gmail.com. Thank you to all who contributed to this newsletter. Visit us on our website at: www.nyfairs.org.



New NYSAAF Contact Information

NYSAAF
Attention: Russ Marquart
PO Box G • Elma, NY 14059
Phone: 716-655-1958 • FAX: 716-655-1958 • Email: nysaaf@gmail.com



Like us on Facebook at NYSAAF, be sure to Share with your friends to get our message out to more people, please!

Convention Scrapbook



130th Annual
NYSAAF
 Convention Sponsors

GOLD SPONSORS - \$1500
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 Amusements of America
 Dreamland Amusements
 Powers Great American Midways

BRONZE SPONSORS - \$500
 Delaware County Fair - Erie County Fair - Herkimer County Fair
 Lewis County Fair - Steuben County Fair
 Various Attractions, Inc. - VisitRochester

CONTRIBUTING SPONSORS - UP TO \$350
 Automated Call Technologies - Boxall's Concessions - Coleman Bros. Show
 Dutchess County Fair - Gillette Shows - National Ticket Company
 Polar Bear Ice Cream - Seneca County Fair - The Corner Grill
 The Fair Publishing House - Zutter Designs



Convention Scrapbook



Scholarship Committee is sending a reminder to all fairs

The purpose of the scholarship fund:

To provide financial assistance to those high school and college students who have been active in their local fairs or the NYSSA and who intend to pursue or who are pursuing higher education.

Awards

Up to seven (7) \$1,000 scholarships and (1) \$500 scholarship from NYSFMA will be awarded for 2017.

Eligibility

Applicant must be in his/her senior year of high school in New York State or be a New York State resident already attending college and planning to pursue or already pursuing a degree at an accredited institution of higher learning.

Application

Applications must be downloaded from the NYSAAF website, www.nyfairs.org, completed by the student, printed out, signed by the applicant and a parent or guardian, and then submitted to one of our member fairs or to the NYSSA for endorsement. Contact information must include cell phone number. Handwritten applications will not be considered. Students should be sure to contact their local fairs in advance to confirm membership in our organization and office hours. A complete list of our members can be found on our website.

Deadlines for applications are as follows: Student to member fair by Friday in April 13; member fair to District Director by Friday, April 20.

CONVENTION 2019

Plans are in full swing for the 131st Annual NYSAAF Convention. The program committee is working diligently to make this convention the best that it can be. Please let us know if there is a hot topic you would like to see at the convention or if there is something you would like to present on. Thinking of obtaining your CFE or CVFM from the IAFE? Presenting at our convention will allow you to gain points towards these certifications. Please feel free to reach out to myself, Jason or Ed with any ideas you may have.

Sincerely,

Nick Pelham – 1st VP NYSAAF

2018 NY Fairs Pass Available

An official New State Fairs Pass is available for \$100.00. The pass is good at all NYSAAF member Fairs and the New York State Fair. The pass admits the person named and one companion plus parking where available. Applications and a complete list of member fairs is available at www.nyfairs.org.

2018 New Members

Amusement Entertainment

Risk Insurance

Rick D'Aprile
123 Old Tray Road
Fritzwilliam, NH 03447
727-421-3569
Insurance

Angela's Concessions

Tonio Viscusi
4705 Barnstead Drive
Riverview, FL 33578
518-857-4022
Concessions - Food

Authentic Greek Food Corp

Peter Karageorgis
99 Franklin Avenue
Franklin Square, NY 11010
516-302-6364
Concessions - Food

Baughman Bros. Inc.

Kirk Baughman
PO Box 205
Jay, NY 12941
800-365-4930
Equipment

Booth Sugar Waffles

Anna & Mike Booth
2603 Cowan Road
Pifford, NY 14533
585-746-1938
Concessions - Food

Dave's I Got It

David Neurohr
2347 Fix Road
Grand Island, NY 14072
585-967-8504
Concessions – Other

DownBeat Percussion, LLC

Mike English
29 Foote Street
Jordon, NY 13080
315-406-8773
Attractions & Acts

Dutch Country Hand-Rolled

Soft Pretzels

Austin Groff
269 Broad Street
Landisville, PA 17538
717-669-1330
Concessions - Food

Eastern Action Sports Team

Matt Still
PO Box 41
East Hampton, MA 01027
413-250-3716
Attractions & Acts – BMX Stunt Show

Equilibrium Circus

Molly Keczan
4585 King Street
Beamsville, Ontario, Canada L0R 1B1
416-606-6559
Attraction & Acts – Thematic Circus Show

Gina Foods

Peter DelGado
179 Pandolfi Avenue
Secaucus, NJ 07094
201-376-7734
Concessions - Food

Marys Foods

Tony Tortorice
47 Spring Blossom Circle
Henrietta, NY 14467
585-727-9602
Concessions - Food

Professor Bubblemaker's Eclectic Entertainments

John Gradwohl
1915 Market Street
Parkersburg, WV 26101
304-916-8677
Attractions & Acts

Sensational Murcia Productions

Alexander Murcia
PO Box 2664
Oneco, FL 34264
941-807-4419
Attractions & Acts

SwikaS Amusements, LLC

Stephen Swika, III
1048 Lakeland Drive
Scott Township, PA 18433
570-254-6853
Carnival & Rides

The Butterfly Experience

Joseph Damiano
18 Waltress Road
Ron KonKoma, NY 1179
631-487-1740
Commercial Exhibit