



NYSAAF

NEWSLETTER

New York State Association of Agricultural Fairs, Inc.



Presidents Message

Congratulations on a great and successful Fair season! Throughout the summer I got to travel to many Fairs and was impressed with the quality of the presentation. I made it across the state to Erie County with the help of Dick and Martha Bush. I do apologize to those fairs I was unable to attend.

I was able to see first-hand, some of the progress, and am impressed by, what is being done to the fairgrounds with the funds which are available through the grant applications. I encourage you to reach out to myself or members of the executive committee for assistance if you are having difficulty. Also, there are lots of our Fair folks that have completed projects that can be helpful resources, do not hesitate to contact them. I hope that many of you are planning to attend the NY Fair Managers Meeting in Batavia. Alton MacDuffie has put considerable time into a program and it looks very interesting. You should have already received the packet of information. If you have not please reach out and I will see that you get the information.

First Vice President Nick Pelham is putting the finishing touches on the Convention program. If you have a suggestion for panel discussion, round table, or if there is something you feel needs discussion do not hesitate to contact Nick. The committee is looking for suggestions that will help your organization. We are trying some new things in the Trade Show to allow our Associates to mini showcase, hopefully this will be a new attraction at the show.

I know we all have busy schedules throughout the year, but your work with the Fairs is important to continuing the traditions and progress of the County Fair. Thanks to the Essex County Fair board for their support of me! I look forward to seeing you all at the Convention in Rochester in January!

Scott Christian, President NYSAAF

NYSAAF CONVENTION, Save the Date!

As the curtain has dropped on the 2018 fair season our focus now shifts to our annual convention. The convention will once again be held at the Joseph A. Floreano Riverside Convention Center in Rochester New York from January 18-21 2019. We have many great educational seminars planned for the convention and are currently in the process of finalizing the schedule.

We are proud to announce our two guest speakers. Saturday we will welcome Aaron Alejandro who is the Executive Director of the Texas FFA Foundation located in Austin Texas. In his non-professional hours, Aaron consults with businesses, organizations, education and youth clubs about ways to improve organizational and individual performance. He has more than 30-years of experience in management, personal and professional training. As an inspirational speaker, his unique style of delivery transcends all age groups and corporate cultures offering a clear message of personal dynamics for success.

Sunday we will host Mark Mayfield; it is pretty simple what Mark does: he talks about very serious stuff in a very funny way. Mark has one of the most diversified backgrounds in the speaking industry having owned and operated several businesses ranging from livestock production to nightclubs, and also spent ten years as a lobbyist in Washington. That business experience combined with his work as a nightclub performer allowed him to create truly unique presentations. His tagline is simple: SOLID BUSINESS WISDOM IN A BRILLIANT COMEDIC STYLE. Mark will also be doing a break out session as well.

You won't want to miss these two great speakers as well as the educational opportunities at this year's convention.

Nick Pelham, 1st VP NYSAAF – Program Chairperson

2018 Ag Awareness

As your Ag Awareness Coordinator for several years now, I am so proud of the County Fairs that continue to utilize the to improve exhibits and equipment in their Agriculture areas. This year highlighted some great projects and much need new equipment for some.

The Fairs that completed project were; Madison County Fair with some additional signage encouraging the fairgoer to look inside the building for more information. Ulster County Fair expanded their Ag Awareness tent with the purchase of "Lucy Lo", the milking cow. The Boonville Fair used Ag Awareness to show how our food is grown, harvested and marketed to the public. The Cayuga County Fair is creating a new show grounds, so a sound system for the livestock showing was a welcome addition. Chemung County Fair purchase new goat pens for the growing interest in this small specie. Washington County Fair created nice new handwashing signage and placed throughout the grounds. The Clinton County Fair used the funds to improve the sound system in the



livestock showing. Urban Farming was the theme of the expanded exhibit at the Erie County Fair showcasing that you can grow your own food anywhere in a variety of containers. At the Dutchess

County Fair and Lewis County Fair's improved signage in the livestock areas help provide Fairgoers with additional knowledge of the species.

I will be contacting the Fairs that are eligible to participate in the 2019 program in the near future. I look forward to some more great improvement to the Ag areas at the Fair throughout the State.

Submitted by Russ Marquart, CFE

IAFE CONVENTION Registration



IAFE Convention Program & Registration Information is now available. If you have never attended this Convention, please consider it for the future, the information you will receive is very valuable.

**For info visit our website:
www.iafeconvention.com**

Mark your Calendar

IAFE Zone #1 Meeting, April 11-13, 2019

"The Magic of Maine" hosted by the Maine Association of Agricultural Fairs.

Mark St Jacques, IAFE Zone Director has announced the dates for the Zone 1 Meeting. The event will take place at The Samsot on the Ocean Resort, Rockland Maine. Save the dates, additional information will be forthcoming.

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 5 Fall Meeting

District 5 will be meeting on Sunday, September 23, 2018 at 2:00pm at the Delaware County Fairs to discuss the Fair season. District 5 Fairs should plan to attend.

Hall of Fame Nominations due December 1st.

Just a reminder that Hall of Fame nominations are due December 1st. There are lots of people in our Association that should be recognized for their effort. Please consider nominating a person that has worked to improve our Fairs. Nomination information is available on our website at www.nyfairs.org.

IAFE Summit: What an amazing conference!

I want to share my experience attending the IAFE Summit – a jam-packed conference set in the beautiful city of Louisville, KY hosted by International Association of Fairs and Exposition (IAFE) as part of the Institute of Fair Management (IFM) program. I met so many like-minded people, passionate about improving their skills to improve their fairs; we had some great conversations around the dinner table as we discussed common problems. I was excited to see the schedule of topics valuable to managing a fair. Liability issues, Facility Management, Public Relations, Ethics, Contracts, Guest Services, etc. Each of the topics were presented by professionals that have had experience in the field, delivered in a classroom setting with humor that made it easily digestible. The best part? The classes were not just theory; I was able to take away actionable items that will make a positive impact on how we operate our fair. I have been a volunteer for many years, participating in this educational forum broadened my view of the fair industry and provided concrete information to help me become a more effective board member. The coursework presented is designed to expose participants to the best practices in the fair industry. Now is my job to implement what I've learned to help our fair deliver on our mission.

From IAFE: The mission of The Institute of Fair Management is to enhance the professional development of the employees and volunteers of our member fairs and expositions by providing education and training in areas of core competency necessary for the operations of today's fairs, large or small. Interested? Check it out! Institute of Fair Management Info

Submitted by

Pat Canaday, Altamont Fair

Executive Secretary Report

What a great year to visit a NY County Fair. This summer as I crossed the state several times visiting our county fairs, I marveled at the vastness of the land. These vistas forced me to stop several time to take in the view, I was mesmerized. I had the good time visiting 21 fairs this season. I managed to log in about 5,000, miles over a period of about 7 weeks. I had a great time visiting, our President Scott Christians, Essex County Fair for the first time. Altamont for the first time, and Delaware for only the 2nd time. The hospitality at all was greatly appreciated. It is always fun to visit our Fair Family.

As we head into fall we begin to think about Convention. The Executive Committee will meet with the Convention Center and the hotels in Rochester prior to our Board Meeting in Batavia in conjunction with the Manager Meeting gathering.

It was exciting to see and hear about the progress being made by the Fair on their respective project which are being funded by the grant monies made available for the past couple of year. We should all applaud the folks that have worked so hard to secure the attention of the our government officials. If you are having difficulty with the paperwork, I would encourage you to reach out to those who have been successful for help.

Convention information will be E-MAILED to you approximately November 10th, so be sure to be monitoring your email accounts for the Registration paperwork etc. If you don't receive it please contact me direct.

See you all in January!

Russell L. Marquart, CFE

Executive Secretary

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

NYSAAF 2018 Scholarship Winners:

Grace HarriganFranklin County Fair
 Danielle DelConte..... Oswego County Fair
 Liam Sayward..... Clinton County Fair
 Emily Lyman Allegany County Fair
 Elizabeth Maslyn..... Ontario County Fair
 Lauren Clark Jefferson County Fair
 Bridey Nolan..... Washington County Fair
 April Gokey.....Franklin County Fair
 Patrick Coombe..... Grahamsville Little World's Fair
 Carstan Hohenboken.....Wayne County Fair - Fair Manger's Award Winner

In Memorial

Jeffrey Townsend – Saratoga County Fair

Paul Lente – Saratoga County Fair

Joseph A. & Carmelita Zutter –
 Parent of Associate Member, Joe Zutter, Zutter Designs

Morris Vivonia – Amusements of America

John Petrie – Jefferson County Fair

Dates to Remember

2018

September 27 FREE IAFE Cyberseminar –
 Involve Urban Youth at your Agricultural Event?
 October 2 IAFE Awards Contest Entries due to IAFE
 October 3 IAFE Cyberseminar –
 Animal Welfare vs. Animal Rights – Are You Prepared?
 October 5-7 NYS Fair Managers Meeting, Batavia, NY
 October 6 NYSAAF Board of Directors Meeting
 October 20 NYSAAF Entertainment Showcase Applications deadline
 November 7 IAFE Cyberseminar – Business Planning – Do You Have A Plan?
 November 10..... Registration OPENS for NYS Association of Ag Fairs Convention
 November 25-28 IAFE "First Impressions" Convention – San Antonio, Texas
 December 15 Early Registration for NYSAAF due, price increase

2019

January 1, 2019.....Deadline for Mini Trade Show Showcase applications
 January 18-21, 2019..... NYSAAF Convention –
 Joseph A. Floreano Riverside Convention Center, Rochester, NY
 April 11-13, 2019..... Zone# 1 Meeting – "The Magic of Maine"
 hosted by the Maine Association of Fairs
 The Samoset on the Ocean Resort, Rockland, Maine

Information from the Treasurer

Reminder....

NYSAAF membership dues notices will be mailed to all fairs the first week of October, the due date is December 3, 2018. Please be sure to check your mail delivery location for these notices. If your fair mailing address has changed from last year please let me know as soon as possible.

PLEASE NOTE: I have a new mailing address, be sure to use this address when returning your dues payment and all future correspondence with me.

Melissa Beardslee
 NYSAAF Treasurer
 2743 Route 145

Preston Hollow, NY 12469

Fair season has come to an end, before we know it we will be in Rochester for the annual convention! As you know, the 50/50 tickets are a source of revenue for our organization. I have the tickets available now and would be happy to send some to your board of directors so that you can sell tickets prior to convention. If you can help us sell tickets this fall, please e-mail me with your mailing address and I'll be sure to get tickets in the mail to you. All ticket sale money and unsold tickets are to be turned in to me.

Another important function at convention is the scholarship auction. Because of this event, we are able to provide scholarships to qualifying students that have been active with member fairs. All fairs attending convention are asked to bring an item of interest to be sold at auction. We are always excited to see unique items donated for auction. Perhaps you've already picked up something at a fair this summer, if not, now is the time to be looking for something you think would be a great auction item! Let's see how creative we can get!

I look forward to seeing everyone in January!

Melissa Beardslee, Treasurer
 nysaافتreasurer@gmail.com
 607-437-4033

New Associate Members

Potillo Enterprizes

Joseph Potillo
 PO Box 68
 Yalaha, FL 34797
 352-227-8130

Ashley Lynn Wine Slushies

203 Sheatree Lane
 Syracuse, NY 13212
 Tom Taray
 315-430-4894

2018 Newsletter Fair Reports

Altamont Fair

Dates: August 14-19, 2018
 Attendance: 50,000
 Gate Admission: Adult \$15.00, Pre-Sale \$15.00, Gate \$19.00, Senior Free 1 day, Child over 36" \$15.00 Gate \$17.00 & \$19.00
 Parking: Free
 Weather: Rain & more Rain
 Carnival: Dreamland Amusements
 Entertainment/Fee/Attendance:
 2019 Fair Dates: August 13-18, 2019
 Reported by: Pat Canaday, Treasurer

Broome County Fair

Dates: July 24-29, 2018
 Attendance: 21,000
 Gate Admission: Adult \$6.00, Senior \$6.00
 Parking: Free
 Weather: 3 days of rain
 Carnival: Gillette Shows
 Entertainment/Fee/Attendance: Circus Incredible-Free, Demolition Derby-Paid, Out of Field Tractor Pull, Truck Pull, Semi Trucks, Super Stock & Modified Tractor Pulls-Paid, Kids Demolition Derby-Free
 2019 Fair Dates: July 23-28, 2019
 Reported by: Rita Smith, Treasurer

Cattaraugus County Fair

Dates: July 30-August 5, 2018
 Attendance: 75,000
 Gate Admission: Adult \$12.00 Pay One Price
 Parking:
 Weather:
 Carnival: Powers & Thomas Midway
 Entertainment/Fee/Attendance: Kane Brown-Paid, Charlie Daniels Band-Paid, Monster Trucks, Demo Derby, Truck & Tractor Pulls
 2019 Fair Dates: July 29-August 4, 2019
 Reported by: Nell Fellows

Chautauqua County Fair

Dates: July 16-22, 2018
 Attendance: 51,000
 Gate Admission: Adult \$12.00, Senior \$12.00, Child \$6.00
 Parking: \$5.00
 Weather: Nice, comfortable, No Rain
 Carnival: Powers & Thomas Midway
 Entertainment/Fee/Attendance: Demo Derby-Paid 3,550/4,000, So Tier Wrestling-Free 1,500, Cross over the Line Bull Riding-Free 2,000, Tractor Pull-Free 2,500, Monster Trucks-Free 2,500
 2019 Fair Dates: July 15-21, 2019
 Reported by: Deb Kuzma, Office Manager

Chemung County Fair

Dates: July 31-August 5, 2018
 Attendance: 45,000
 Gate Admission: Adult \$6.00, Senior \$3.00 on Senior Day, Child \$3.00
 Parking: Free
 Weather: Great Weather
 Carnival: Strates Shows
 Entertainment/Fee/Attendance: Demo Derby-Paid 2,000, Rodeo-Paid 1,200, Truck Pull-Paid 1,200, Tractor Pull-Paid 1,500, Demo Derby-Paid 2,000
 2019 Fair Dates: July 30-August 4, 2018
 Reported by: Mike Taylor, Marketing Director

Clinton County Fair

Dates: July 17-22, 2018

Attendance:
 Gate Admission: Adult \$8.00, Senior \$1/2 Price on Friday, Child 12 & under Free
 Parking: Free
 Weather: Beautiful
 Carnival: Fair: Reithoffer Shows
 Entertainment/Fee/Attendance: Vermont Garden Tractor Pull-Free 1,100, Ronnie Milsap-Paid 2,000, US Freestyle Moto Cross-Free 100, Street Legal Truck Pull-Paid 800, Adirondack Tractor Pull-Paid 900, 2 Demo Derbies-Paid 900/4000
 2019 Fair Dates: July 16-21, 2019
 Reported by: Glenn Gillespie, Manager

Cortland County Junior Fair

Dates: July 10-14, 2018
 Attendance: 8,500
 Gate Admission: Adult \$n/a, Senior \$n/a
 Parking: n/a
 Weather: Clear, Hot, no Rain
 Carnival: Ontario Amusements
 Entertainment/Fee/Attendance: local Bands-Free, Birthing Center-Free, 5K Race-\$20.00, Crossroads the Clown-Free
 2019 Fair Dates: July 9-13, 2019
 Reported by: Richard Bush, Fair Manager

Delaware County Fair

Dates: August 13-18, 2018
 Attendance: 69,586
 Gate Admission: Adult \$8.00, Senior \$4.00 Thursday, Child 12 and under Free
 Parking: Free
 Weather: Rain Everyday
 Carnival: Reithoffer Shows/Dreamland Amusement
 Entertainment/Fee/Attendance: Demo Derby-\$6.00 4355, Parade-Rain Out, NYTPA-\$6.00 1754, 4 Wheel Pull-\$6.00 1508, Demo Derby-\$7.00 4485, Concert-\$10.00 1044
 2019 Fair Dates: August 12-17, 2019
 Reported by: Ed Rossley, President

Erie County Fair

Dates: August 8-19, 2018
 Attendance: 1,198,789
 Gate Admission: Adult \$10.00, Senior \$7.00, Child 12 & under Free
 Parking: \$5.00
 Weather: forecasted for rain everyday, but didn't materialize
 Carnival: Strates Shows
 Entertainment/Fee/Attendance: Buffalo Philharmonic Orchestra-Free 2,000, Chris Young-Paid 3,159, ZZ Top-Paid 5,470, Golden Boys Tour-Paid 2482, The Oak Ridge Boys-Free with admission 2,700, numerous other motor events, as well as various free attractions, Fireworks Daily
 2019 Fair Dates: August 7-18, 2019
 Reported by: Jessica Underberg, CFE, C.E.O./Fair Manager

Goshen Historic Track, Inc.

Dates: July 2, 2018
 Attendance: 622
 Gate Admission: Adult \$5.00, Senior \$5.00, Child 12 and under Free
 Parking: n/a
 Weather: Hot 94 degrees
 Carnival: NYS Sire Stakes Races
 Entertainment/Fee/Attendance:
 2019 Fair Dates: July 4, 2019
 Reported by: Linda Myers, Secretary

2018 Fair Reports continued

Parking: \$2.00 per Car
 Weather: Nice weather, No rain
 Carnival: Playland Amusements
 Entertainment/Fee/Attendance: Rodeo-Paid 1,600, Fireworks-Free 1,600, Demo Derby-Paid 1,000, Nate Michaels-Free 150, Demo Derby-Paid 2,600
 2019 Fair Dates: July 17-20, 2019
 Reported by: Ellen TenEyck, President

Steuben County Fair

Dates: August 14-19, 2018
 Attendance: 38,213
 Gate Admission: Adult \$ 6.00
 Parking: n/a
 Weather: 4 days Rain
 Carnival: Coleman Bros. Midway
 Entertainment/Fee/Attendance: Demo Derby-Paid 4,330, Concert-Paid 1,033, Motorcycle Stunt Show-Paid 615, Truck Pull-Paid 1,341
 2019 Fair Dates: August 13-18, 2019
 Reported by: Nick Pelham, Secretary/Manager

Tioga County Fair

Dates: August 6-11, 2018
 Attendance: 1,101 Paid
 Gate Admission: Adult \$10.00, Senior \$10.00, Child under 36" Free
 Parking: Free
 Weather: Rain
 Carnival: Gillette Shows
 Entertainment/Fee/Attendance: Demo Derby-Free 2700, Team Demo Derby-Free 2700+, Demo Derby-Free, Dash for Cash
 2019 Fair Dates: August 5-10, 2019
 Reported by: Charles Truman, Board Member

Ulster County Fair

Dates: July 31-August 5, 2018
 Attendance: 41,046
 Gate Admission: Adult \$17.00 Pay-On-Price, Senior Free on Thursday, Child 36" Free
 Parking: Free
 Weather: Rain, Very Hot and humid
 Carnival: Dreamland Amusements
 Entertainment/Fee/Attendance: Billy Bob Thorton-Free, Charlie Daniels-Free, Keith Anderson-Free, Jenny Tolman-Free, Cale Dodds-Free, Steve Augeri-Free
 2019 Fair Dates: July 30-August 4, 2019
 Reported by: Gary Newkirk, CFE, Fair Manager

Fair: Washington County Fair

Dates: August 20-26, 2018
 Attendance: 129,000 Record
 Gate Admission: Adult \$12.00, Senior \$5.00-Wednesday, Child Free
 Parking: Free
 Weather: Great!!!
 Carnival: Amusements of America
 Entertainment/Fee/Attendance: Sylvia & Magic Trunk-Free, Buffalo & Brandy-Free, HotDog Pig Races-Free, Hansen's Spectaculars-Free, Masters of the Chain Saw-Free, Cowboy Circus-Free, Danny Grant-Free
 2019 Fair Dates: August 19-25, 2019
 Reported by: Mark St. Jacques, CFE, Manager

Become a member of the Board Of Directors

The Nominating Committee is seeking candidates who are interested in serving on the Board of Directors. A candidate should submit: 1. A letter of interest no later than December 1st and 2. A letter of support from the Fair's Board of Directors that you represent. Information should be sent to Russ Marquart, Executive Secretary, NYSAAF, PO Box G, Elma, NY 14059. Deadline: December 1st.



Associate Member Showcase

**Ryan Gothrup,
 Mobile Glass Studios
 Mt. Juliet, Tennessee**

Agricultural fairs often feature artists and their work—woodcarving, painting, photography, and more. Ryan Gothrup is a different kind of artist. He is a glass-blower and has been honing his craft for 21 years.

Ryan found his interest in glass-blowing piqued when he was exposed to a class on the subject shortly after finishing high school. He went to college at Kent State and received his masters at Virginia Commonwealth.

Glass-blowing is his passion but attending fairs with his mobile trailer is something new. In 2016, he got a call from King's County Fair, Pennsylvania, in which the Fair management expressed their interest in featuring him as an attraction.

At the time, he had only one mobile trailer. Since then Ryan's business has tripled: he now has three trailers that function as mobile glass-blowing studios each with two employees. On the road he will demonstrate at roughly 10-20 fairs. The hardest part of this expansion explosion? Staffing! Glass-blowing is something of a lost art and staffing is an important aspect of the business. The education and passing-on of the science, art, math, and history involved in the craft are important to Ryan.

It's worth going to a fair just to see Gothrup and his staff perform their demonstrations. Catch them at an event near you or visit them online at www.mobile-glassstudios.com.

Fair Scenes



Otsego County Fair



Niagara County Fair



Broome County Fair



Genesee County Fair



Essex County Fair



Cattaraugus County Fair



Altamont Fair



Boonville Fair

Associates on the Move



Strates Shows



Reithoffer Shows



Records & Burpees



Kitchen Maid Candy



F & W Concessions



Circus Incredible

Return to:

**NEW YORK STATE ASSOCIATION
OF AGRICULTURAL FAIRS, INC.**

Russell L. Marquart, CFE, Executive Secretary
PO Box G • Elma, NY 14059
www.nyfairs.org



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

**Thank you to all who contributed to
this newsletter.**

**NEW YORK STATE ASSOCIATION OF AGRICULTURAL FAIRS, INC.
*Request for Showcase Consideration***

Only booking agencies or individual acts who have been in good standing with NYSAAF for a minimum of two years will be considered for showcasing. Agency or act must have Association dues paid in full for year in which it showcases.

Stage Act Strolling Act

AGENCY OR ACT NAME: _____

ADDRESS: _____

CITY _____ STATE _____ ZIP _____

CONTACT PERSON: _____

PHONE: () _____ FAX: () _____

Email: _____

TYPE OF ACT: _____

Return this form along with video or audio cassette or cd/dvd & promotional information including photo suitable for publication by OCTOBER 20 for consideration. Mail to: NYSAAF – Russell Marquart, CFE, PO Box G, Elma, NY 14059 – nysaaf@gmail.com