

PROGRAM

2015

Hosted by Erie County Fair
MILLENNIUM HOTEL BUFFALO • BUFFALO, NY

THURSDAY

- 3:00-7:00 Registration
- 5:30-7:00 Welcome Reception
- 7:00 YPI Event
- 8:30-11:00 Hospitality Suite Open

FRIDAY

- 7:30-12:00 Registration
- 8:00-9:00 Breakfast & Welcome
- 9:00-10:00 Speaker: "Positive Attitudes" - Juli Burney
- 10:00-10:15 Refreshment Break
- 10:00-12:00 One-on-One Sponsorship Proposal Reviews with Jen Puente
Fairs must be pre-registered

<p>10:15-11:45 Panel Workshops</p>	<p>All Things Livestock Moderator: Jessica Underberg</p> <ul style="list-style-type: none"> • Technology in the Showring Elaina Hovagimian • Exhibitor Relations Kirby Dygert • Non-Fair Livestock Shows Laura Kwilos 	<p>All Things Concessions Moderator: Mark St.Jacques</p> <ul style="list-style-type: none"> • Food Vendors Stacia Markowitz • Commercial Vendors Joe Politio • Carnival Midways John Strates 	<p>All Things Entertainment Moderator:</p> <ul style="list-style-type: none"> • Big Name • Home Town • Walk-Around Michael Hilbig
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- 12:00-12:45 Lunch
- 12:45-1:45 Speaker: "Agriculture In Our Fairs" - Chris Fesko

<p>2:00-3:00 Workshops</p>	<p>The Insurance Market-Understanding Certificates Robert Sauda with Linda Smith, Haas & Wilkerson</p>	<p>Marketing in a Changing World Jen Puente</p>	<p>Bringing Calm to Chaos: Security Planning Dave Gresham</p>
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- 3:00-3:15 Refreshment Break

<p>3:15-4:15 Workshops</p>	<p>Neighborhood Relations Andy Imperati</p>	<p>Volunteers - Plans, Pitfalls and Best Practices Marla Calico</p>	<p>Judges School Beverly Gruber</p>
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- 4:30 Board busses for the Fairgrounds Tour & Dinner
- 9:00 Board busses to the hotel
- 9:30-11:00 Hospitality Suite Open



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 BUFFALO, NY
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SATURDAY

- 8:00-8:45 Breakfast
- 8:45-9:45 Speaker: "Proper Response to Patrons with Disabilities-the ADA and Beyond"
Dave Whalen
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| 10:00-11:00
Roundtables | Rising Cost of Operations
Moderator: Kevin Beiber | Pricing
Moderator: Len Baginski | PA Fair Queen Contest
Moderator: Karen Dobson |
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- 11:00-11:15 Refreshment Break
- 11:30-12:00 IAFE Zone Business Meeting & IAFE Update
- 12:00-12:45 Lunch
- 12:45-1:45 Speaker: "A Blue Ribbon Competitive Exhibits Department" - Chana Mannen
- 1:45-2:00 Refreshment Break
- 2:00-4:00 IAFE Institute of Fair Management Course
"Hands on, Minds on Agriculture: Educational Programming for Your Guests"
Becky Brashear
- 4:30 Board busses for Hidden Valley Animal Adventure Dinner
- 8:30 Board busses to the hotel
- 9:30-11:00 Hospitality Suite Open

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Sponsors

- ♦ Association of Connecticut Fairs, Inc.
- ♦ Eastern States Exhibition
- ♦ Herkimer County Fair
- ♦ Massachusetts Agricultural Fairs Association
- ♦ New York State Association of Agricultural Fairs
- ♦ NICA
- ♦ North Pole Productions
- ♦ PA State Association of County Fairs
- ♦ Strates Shows



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