

Pennsylvania Dairy & Allied Industries Association

Annual Meeting

October 24, 2023- Pennsylvania Farm Show Complex, Harrisburg, PA

The Pennsylvania Dairy & Allied Industries Association Annual meeting was called to order by President Michelle Cornman at 10:03am. Those in attendance were, Jessica Spangler, Kristy York Morse, Cara Itle, Joy Crothers, Tom Crothers, Alan McCauley, Goerge Cashell, Diane Cashell, Pam Morse, Tom Arrowsmith, Sharon Nolan, Steve Moff, Stacy Anderson, Tim Seipt, Jen Hill, Debby Griffith, Nate Oleniacz, Stephanie Bennett, and Kylie Lusk.

President Cornman asked for approval of the October 2022 annual meeting that were provided in the packets.

Steve Moff moved, Pam Morse second to approve the minutes as presented motion passed.

President Cornman introduced Kylie Lusk the communication's intern for 2023, Kylie gave a brief introduction and outline of what she did this year. Michelle thanked Kylie for all her hard work, she also thanked everyone who worked to make the 2023 All American Dairy Show a huge success.

Financial Report – Debby Griffith

2023 show premiums were mailed out on October 13, 2023. Debby reviewed the financials and asked for any questions. Financial Report highlights included:

Assets

- Checking Account: \$182,212.33
- Savings/ CD Account: \$280,977.06
- Accounts Receivable: \$7,500
- Prepaid Expense: \$100
- Total Assets: \$470,589.39

The state funding has not yet been received; the funding has traditionally always been received after the show.

Debby thanked the board and all the volunteers who helped to make this one of the best All American Dairy Show.

George Cashell suggested that there is a group formed to visit with legislation to request/ discuss the possibility of more funding.

Steve Moff moved, Pam Morse second to approve the financial report, motion passed.

Show Managers Report – Morgan Firestine

Morgan reported that this was one of the best shows, she thanked the board, committee chairs and members for all their dedication to the show to make it all run smoothly. Manure and mulch removal was discussed, some of the manure was not able to be taken because there were too many shavings. The mulch removal bill should be split between AADS, KILE and the PA National Horse Show. Michelle thanked Morgan and her staff for all their support and help to make the show run very well.

Fundraising Report – Stephanie Bennett

Stephanie thanked everyone for the support and guidance in the role for her first year. Stephanie reported that all sponsors thank you letters have been sent out. She asked for any feedback and if anyone has any new potential sponsors to send her the information and she will follow up.

President Cornman asked what Stephanie's plan for next year was, Stephanie reported that she plans to begin donor outreach within the next month, there is also a plan to do a holiday reach out/ thank you.

PNJS Show

Stacy Anderson reported that this was a great show and a wonderful team of ambassadors that did an outstanding job, in addition to the 4-H and FFA teams.

The PNJS team is working on the theme for next year, the AADS will be celebrating the 60th and the PNJS will be celebrating their 20th anniversary in 2024. They are thinking about a "Diamond" theme.

Stacy thanked Kylie Lusk for all the social media posts this year leading up to and during the show, there was a huge presence this year!

Stacy announced that 2024 will be the last year that she and Tammy Menke will be the coordinators of the PNJS show. If anyone has any recommendations, they are asked to share them with the executive team of PNJS team.

Cattle Committee

Jessica Spangler and Kristy Morse gave their cattle committee report from the show. They reported that in general everything went well. Thursday – Sunday were hard days due to volunteer issues and program issues, back tag numbers not in order, check-in process changes. Overall, the exhibitors appreciated being able to have one group check in all breeds at the pack.

Show times: exhibitors not happy with show times, will need to review them, Monday times were too close, and the Supreme pageant should be moved to a later time on Monday.

Open Shows on Tuesday and Wednesday, need to look at those times as show continue to grow and we need to evaluate those start times.

The 2024 schedule was discussed and looked at times and opportunities to adjust, more discussion will be had at the January meeting.

It was noted that the PNJS supreme pageant was too long, it was shared that the Supreme Pageant from start to finish was 40 minutes. It was discussed as a group that there is no need to cut out any of the awards due to their importance to the show. It was also mentioned that it is important for the clerking staff to have the time to calculate the judges' votes.

Ethics Committee

Steve Moff and Alan McCaully shared that thing went well in the Ultrasound area, the area was set up very well with the mulch and there were no issues in that respect. There was discussion of using a QR code, the committee was given permission to explore this option.

Showmanship Contest

Nate Oleniacz thanked Sharon Nolan for all her great help and her ideas for this year's contest, he also thanked Kylie for all her help with the promotional materials. Having the judge's information posted ahead of time was well received and having the heats posted online was appreciated by all.

Nate reported that the contest itself went very well, there will need to be more volunteers for next year.

The judges for the 2024 contest are already in the works, it was discussed that check in be combined with junior show shirt check in.

One thing that was noted that needed to be changed was to make sure the fitting tie rails were tied down.

IYDCJC

Daphne Lang thanked Morgan, Michelle, and Debby for all their help as well as all the other volunteers and committee members.

There is a need for more volunteers. There were no issues getting animals for the contest, the contest went well and there was a lot of positive feedback and comments. They enjoyed the meal that was provided.

It was noted that the quality of the animals in the contest did not reflect the quality of the actual show.

There was a suggestion that the committee have a list of animals entered in the show ahead of time and the committee can preselect animals and the committee can bring them altogether at the show to select them as a group.

The committee asked to have the catalog ahead of time to review.

Junior Dairy Management Contest:

No one from the contest was present to report, President Cornman reported there were 87 contestants, 20 teams. Most FFA teams were local, there was one FFA team from Florida.

Morgan added that the committee did great this year, they were very organized, and the contest went very well.

It was asked that the numbers from this contest as well as others be shared with Stephanie, so she can use this for sponsorship solicitation.

Milking Parlor

Steve Cornman reported that things went at this year's show. There was milk sold this year, which was great for the show. There were 23,000lbs shipped.

One item that was mentioned was the compressor in the milk house needs to be replaced/ looked at. Morgan will discuss with the Farm Show Maintenance staff to review and explore the options to get this fixed.

Trade Show.

Loren Zimmerman was not at the meeting to make a report. It was discussed that the layout of this year's show was well received from vendors and the layout of the area was nice. The silent auction area was very nice and in a good location. The snacking with the vendors was well attended and appreciated by most vendors.

One suggestion heard from exhibitors was more food options/vendors in the food court. Morgan discussed the challenges that come with vendors due to contracts that are in place with the Farm Show Complex. Morgan will reach out to vendors who have participated in different events and may be interested in coming to the AADS as a vendor.

Michelle reported that there were no antiques and collectibles vendors this year and they probably will not be back in the future due to lack of vendors.

Silent Auction

The silent auction raised \$5,240.00 this year. George and Diane Cashell were thanked for their work towards this.

Nominating Committee

Tom Arrowsmith gave the nominating committee report, this year the following positions are up for election:

- Ayrshire – currently held by Sharon Nolan
- Holstein – currently held by Tim Seipt
- At Large – currently held by Tammy Weaver

All three have agreed to run for another term, there were no other nominations from the floor.

Alan McCauley moved, and Joy Widerman seconded the nominations be closed, motion passed.

Other Old Business

- George Cashell announced that he is resigning as Treasurer of the All-American Dairy Show and resigning as chair of the Silent Auction. George thanked the entire group for all the memories over the past 35 years.
- Steve Cornman thanked Ray Bennett for all his help as floor manager this year.
- It was also noted and mentioned that the Farm Show staff did a fantastic job, and all their efforts are appreciated by everyone.

With no other business, president Cornman asked for motion to adjourn the meeting.

Tim Seipt moved, Nate Oleniacz second, motion carried.

The 2023 Pennsylvania Dairy & Allied Industries Association Annual Meeting was adjourned at 11:49 am.

Respectfully submitted.

Allen Hess, Vice President