

Pennsylvania Dairy & Allied Industries Association

Annual Meeting

October 25, 2024- Pennsylvania Farm Show Complex, Harrisburg, PA

The Pennsylvania Dairy & Allied Industries Association Annual meeting was called to order by President Michelle Cornman at 10:03 am. Those in attendance. President Michelle Cornman, Debbie Griffith, Donna Werley, Carrie Anderson, Daphne Lange, Heidi Svonavec, Betsey Musser, Tom Arrowsmith Tom Carothers, Joy Carothers, Tim Seipt, Dianne and George Cashell, Steve Moff, Alan Maccauley, Kayla Barton, Jenn Hill, Kendra Nagle, Joy Widerman, Steve Cornman, Lynette, Gelsinger, Cara Itle, Stephanie Bennett, Stacy Anderson, Tammy Weaver, Allen Hess, Liz Cashell, Pam Morse, Kristy Morse, Nate Oleniacz.

Secretary Cara Itle presented the minutes of the 2023 Annual Meeting minutes to the attendees. Tim made the motion to dispense the reading of the minutes and to approve them. Tom A. Seconded. Motion passed.

Financial Report – Debby Griffith

2024 show premiums were mailed out on October 22, 2024. Debby reviewed the financials and asked for any questions. Financial Report highlights included:

- Income: \$494,649.91
- Expenses: 104,735.96
- Checking Account: \$182,212.33
- Savings/ CD Account: \$280,977.06
- Accounts Receivable: \$7,500
- Prepaid Expense: \$100
- Total Assets: \$470,589.39

Jen Hill asked if we were going to receive a mulch bill from the 2023 show, Debbie confirmed that we haven't received anything for 2023 and have already paid the 2024 bill.

Joy Widerman moved, Tim Seipt seconded to approve the financial report, motion passed.

Show Managers Report – Heidi Svonavek on behalf of Morgan Firestine

Morgan expressed that the staff enjoyed working with the team for the show. She explained a few recommendations for future shows. Working to set halls or arenas once at the start of the week instead of resetting. The federal mileage rate will increase for next year, and would encourage the board to look at that for last year. There is no contract for the IDYJC judges, she recommends doing that.

The 2025 dates Sept 10-17, 2025 . Shows starting the 13-17. With tack setup.

Jen asked if the schedule should change and could move in on the 9th (Tuesday). Sept 9-16, 2026. Heidi said that she would relay the question to Morgan and check the schedule for the complex and get back to our board.

Fundraising Report – Stephanie Bennett

Stephanie thanked everyone for Cash \$149,7085 in kind \$33,937.16 . a few of the larger sponsors were lost but gained a few new ones. She is hopeful for more sponsors with larger dollar amounts. She encouraged everyone to reach out to who they do business with and make a connection with Stephanie

to sponsor. Hoards Dairyman is already looking to come back in 2025. Alan asked about location of the sponsorship signage, and Stephanie explained that they are set in spots to be in the background of the photos being taken of exhibitors while showing.

Loren and Hellen were unable to be here today, so Stephanie gave a report on the Tradeshow. There were 35 vendor spaces used. The Snacking with vendors was well attended, and exhibitors liked it and thought it went well. They expressed that there may not have been enough time for exhibitors to shop.

Betsey Musser mentioned that we should send a survey to the vendors and exhibitors and mentioned that we should reconsider outside food vendors in the parking lots. More food vendors would be ideal for exhibitors.

Promotions and Advertising – Michelle Cornman

Kylie Lusk is still able to work for the show but has taken a new position and will work to do both. The board expressed that Kylie did a great job, and we will continue to work with her on the social and marketing needs for the show.

PNJS Show – Stacy Anderson

Stacy Anderson reported that there were 871 animals through the ring. The Youth Social was well represented. She thanked the Center for Dairy Excellence for their help with the social. She thanked Michelle for sponsoring the lunch for the volunteers on the day of the show.

She thanked everyone on the board for their services, and gave a farewell as this is her and Tammys ' last year serving as the Chairpersons for the PNJS. Allan Mccauley and George Cashell expressed their appreciation for Stacy and Tammy.

Hospitality – Tom and Joy Carothers

They plan to keep things the same for next year in terms of the milk and donut vendors. She would like more money funded for more products for exhibitors. Cara Itle thanked them for their efforts and looks forward to working with them next year.

Cattle Committee – Kristy

Kristy explained that exhibitors liked the new check in process, back tags were an issue with some not being printed but they will work with Morgan. Discussion was held on the books and backtags , and it will be held at the board meeting.

Jen asked if the suggestion box was used and what was the common theme.

Ethics Committee – Steve and Alan Mccauley

Steve reported that there were no ethics concerns, and that everything went smoothly. He expressed that more signage to get to the ultrasound booth. Alan, mentioned that the ethics committee be appointed and left to do their job. Allen mentioned that each champion should be given a card, and there should be signs at the ultrasound station that sends the Grand Champions should go straight to the other arenas judges for viewing.

IYDCJC- Daphne Lang

Liked the layout for the judging of the cows. She expressed that the entry process was difficult and should be re-looked at in the future. Selections could potentially start a few hours earlier in the day.

Discussion was held on volunteers and a possible show manager. Tammy made the motion to move this conversation to the board meeting this afternoon.

Dairy Promotion – Carrie Anderson

They decided that there will be items for sale next year, and staffed with more people to add to their booth.

Break for lunch

Junior Dairy Management Contest: Michelle Cornman

Michelle reported that Marcia O'Connor ran the event and it went smoothly.

Milking Parlor – Steve Cornman

“ I had a great week” . Everything worked smoothly, and equipment that broke was fixed asap. Allen Hess asked if both parlors were necessary, and Steve said yes that they need both.

Trade Show.

Silent Auction – Cara Itle

Cara reported that there were 20 items that brought in 2,935.00 for the show. She has asked Patty McMurray to be the chair for the 2025 show. Patty has agreed .

Nominating Committee – Tim Seipt

Up for re-election

Tom Arrowsmith – Jersey

Joy Widerman – Brown Swiss

Pam Morse

Steve Moff – Allied Industry

Tom, Joy and Pam have all agreed to serve another term. Steve Moff has asked be replaced.

The nomination committee has searched and found Kayla Barton to join the board. Kayla has accepted .

New Board Member – Kayla Barton

Joy Widerman moved, and Tom Arrowsmith seconded the nominations to be closed, motion passed.

Showmanship – Nate Oleniac – get him to send this .

Nate reported that it was an overall good showmanship contest, with minor glitches in moving the entries to online this year. He looks forward to keeping all entries online, and printing backtags prior to the show.

Junior Dairy Management – - Marcia Oconnor

Michelle reported on behalf of Marcia: There were 21 total teams with 91 contestants. She thanks all of the volunteers and sponsors for their continued support in this contest.

Supreme Pageant – Betsy Musser

Betsey reported that there were a couple minor glitches in this year's pageant, but she felt that they recovered and moved on quickly. Alan thanked Betsey for her commitment to the Supreme Pageant and applauded their work to make it a nice event.

The 2023 Pennsylvania Dairy & Allied Industries Association Annual Meeting was adjourned at 12:18pm
Pam Morse made the motion to adjourn the meeting and Steve Cornman seconded.

Respectfully submitted.

Cara Itle, Secretary.