

Fair Park Committee Agenda

Jefferson County

Jefferson County Fair Park
Activity Center
503 N. Jackson Avenue
Jefferson, WI 53549

Date: Thursday, December 1, 2016

Time: 8:00 am

Committee members:	Poulson, Blane (Chair)	Buchanan, Ron
	Foelker, Matthew (Vice Chair)	Hall-Kind, Debra
	Hanneman, Jennifer (Secretary)	Kutz, Russell
		Steindorf, Kathleen

1. Call to order
2. Roll call (establish a quorum)
3. Certification of compliance with Open Meetings Law
4. Approval of the agenda
5. Approval of Fair Park Committee minutes of November 3, 2016.
6. Communication
7. Public Comment (Members of the public who wish to address the Committee on specific agenda items must register their request at this time)
8. Review of Financial Report
9. Review of Fair Park Director's Report
10. Review of Supervisor's Report
11. Review of Fair Park Office Report
12. Discussion and possible action on future meeting schedule
13. Adjourn

Next scheduled meetings:

Regularly scheduled meetings in the Activity Center Conference Room at
8:00 a.m. on the 1st Thursday of the month:

January 5, 2017

February 2, 2017

March 2, 2017

A Quorum of any Jefferson County Committee, Board, Commission or other body, including the Jefferson County Board of Supervisors, may be present at this meeting.

Individuals requiring special accommodations for attendance at this meeting should contact the County Administrator 24 hours prior to the meeting at 920/674-7101 so appropriate arrangements can be made.

Jefferson County Fair Park November 3, 2016 | Meeting Minutes

The Jefferson County Fair Park committee met on Thursday, November 3rd at 4:30 p.m. in the Activity Center Conference Room. Present were: (Fair Committee) Blane Poulson, Russell Kutz, Jennifer Hanneman, Matthew Foelker, Ron Buchanan, Fair Park Director David Diestler, Fair Park Supervisor Roger Kylmanen, Marketing/Administrative Assistants Amy Listle and Renee Busshardt, County Administrator Ben Wehmeier and County Board Chairman Jim Schroeder.

A quorum of the Jefferson County Fair Park Committee was present, meeting duly noted and the door open.

Review and Approve Agenda

Minutes: A motion was made to accept the minutes of the October 6, 2016 meeting as presented and seconded. Motion carried.

Communications: None

Public Comment: None

Discussion and appointment of two citizen Fair Committee members: A roll call vote was proposed by Blane Poulson to meet in closed session and was passed unanimously. The committee met in closed session from 4:32 pm to 4:37 pm as to this issue. After reconvening, with a consensus of the committee, County Board Chairman Jim Schroeder announced that the two citizen committee members will be Kathleen Steindorf and Debra Hall-Kind effective November 7, 2016.

Financial Report: The financial report from September 2016 was reviewed.

Director's Report: David reported that he is working on entertainment for the 2017 Fair and has gotten verbal commitments from a few acts and also a vendor map of the Fair. Ecommerce has been set up through our website provider, Saffire although a few additions need to be made. Winter storage is in full swing. We are about 85-90% filled and on budget. David will continue to work on contacting sponsors and the Fair Park Feasibility Study.

Supervisor's Report: Roger reported all the outside buildings have been winterized. The grounds crew fixed vents in the horse barn before winter storage came in and will do the same to the dairy barn before it gets too filled with storage. Travis will be using his comp time before the end of November. Some staffing hours were saved for the part-time staff for winter snow removal. Items, including the dump truck, were listed on the Wisconsin Surplus Auction site. Roger also stated that there is only one weekend left to fill with horse shows which is July 1 & 2. This was a challenge since each show has to get approval for their weekends from their council.

Office Report: Amy Listle stated that the office staff has been preparing for the Fair Appreciation Dinner to be held tonight. The office has also been managing the winter storage, reconciling Fair Park events and compiling data for the new financial system being implemented. The staff has been working on compiling premium check corrections to be paid with the November audit. The Fair Park website along with the JCFP TV ads, radio commercials and social media has been updated. October Fair Park events have been reconciled.

Next Meeting: The next meeting was set for December 1, 2016 at 8:00 a.m. in the conference room of the Activity Center.

With no further business, Ron Buchanan made a motion to adjourn the meeting. Jennifer Hanneman seconded. Motion carried. Meeting adjourned at 4:57 p.m.

Jefferson County
Fair Park Totals

Date Ran 11/21/2016
Period October
Year 2016

83%

Business Unit	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
6901 Fair Park	Revenue	(539,179.36)	(614,757.00)	(75,577.64)	87.71%
	Expenditures	487,133.36	687,757.00	200,623.64	70.83%
	Other Sources	-	-	-	0.00%
Total		(52,046.00)	73,000.00	125,046.00	0.00%
6902 Fair Week	Revenue	(442,375.30)	(557,246.00)	(114,870.70)	79.39%
	Expenditures	536,382.48	557,246.00	20,863.52	96.26%
	Other Sources	-	-	-	0.00%
Total		94,007.18	-	(94,007.18)	0.00%
Total All Business Units	Revenue	(981,554.66)	(1,172,003.00)	(190,448.34)	83.75%
	Expenditures	1,023,515.84	1,245,003.00	221,487.16	82.21%
	Other Source	-	-	-	0
Grand Total Fair Park		41,961.18	73,000.00	31,038.82	57.48%

Fair Park
6901 Fair Park

Date Ran 11/21/2016
Period October
Year 2016

Revenues					83%
Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
411100	GENERAL PROPERTY TAXES	(104,380.80)	(125,257.00)	(20,876.20)	83.33%
451002	PRIVATE PARTY PHOTOCOPY	(3.60)	-	3.60	0.00%
457010	SPONSOR REVENUE	(37,000.00)	(45,000.00)	(8,000.00)	82.22%
457023	OTHER PUBLIC CHARGES	(212.10)	-	212.10	0.00%
457025	HORSE SHOW FEES	(19,706.79)	(20,000.00)	(293.21)	98.53%
457026	SHAVING SALES	(33,039.52)	(35,000.00)	(1,960.48)	94.40%
474169	FAIR BILLED	(4,000.00)	(4,000.00)	-	100.00%
480102	MISC. REIMBURSEMENTS	(446.14)	-	446.14	0.00%
482012	BUILDING RENTAL	(133,974.17)	(170,000.00)	(36,025.83)	78.81%
482013	STALL RENTAL	(75,534.00)	(85,000.00)	(9,466.00)	88.86%
482014	WINTER STORAGE RENTAL	(41,059.89)	(42,000.00)	(940.11)	97.76%
482015	SPACE-FOOD VENDOR	(9,108.25)	(18,000.00)	(8,891.75)	50.60%
482016	SPACE-BEVERAGE VENDOR	(6,964.82)	(18,000.00)	(11,035.18)	38.69%
482017	SPACE-OTHER VENDOR	(3,043.89)	(2,500.00)	543.89	121.76%
482021	CAMPING FEE OTHER	(58,448.24)	(49,000.00)	9,448.24	119.28%
486001	VENDING COMMISSION	(1,002.56)	(1,000.00)	2.56	100.26%
486004	MISCELLANEOUS REVENUE	(11,254.59)	-	11,254.59	0.00%
Totals		(539,179.36)	(614,757.00)	(75,577.64)	87.71%

Expenditures					
Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
511110	SALARY-PERMANENT REGULAR	74,516.90	101,381.00	26,864.10	73.50%
511210	WAGES-REGULAR	85,671.10	109,940.00	24,268.90	77.93%
511220	WAGES-OVERTIME	602.36	118.00	(484.36)	510.47% *
511240	WAGES-TEMPORARY	12,489.01	12,459.00	(30.01)	100.24% *
511310	WAGES-SICK LEAVE	2,885.51	-	(2,885.51)	0.00%
511320	WAGES-VACATION PAY	5,407.68	-	(5,407.68)	0.00%
511330	WAGES-LONGEVITY PAY	-	261.00	261.00	0.00%
511340	WAGES-HOLIDAY PAY	3,648.70	-	(3,648.70)	0.00%
511350	WAGES-MISCELLANEOUS(COMP)	6,452.80	-	(6,452.80)	0.00%
512141	SOCIAL SECURITY	14,472.74	16,890.00	2,417.26	85.69%
512142	RETIREMENT (EMPLOYER)	10,306.66	12,205.00	1,898.34	84.45%
512144	HEALTH INSURANCE	24,799.89	55,878.00	31,078.11	44.38%
512145	LIFE INSURANCE	48.29	47.00	(1.29)	102.74% *
512150	FSA CONTRIBUTION	625.00	788.00	163.00	79.31%
512173	DENTAL INSURANCE	2,811.36	4,050.00	1,238.64	69.42%
512126	JANITORAL	-	1,700.00	1,700.00	0.00%
512129	OTHER PROFESSIONAL SERV	235.00	-	(235.00)	0.00%
5121297	STALL CLEANING	3,999.00	4,500.00	501.00	88.87%
529170	GROUNDS KEEPING CHARGES	24,386.86	21,217.00	(3,169.86)	114.94% *
531298	UNITED PARCEL SERVICE UPS	-	100.00	100.00	0.00%
531301	OFFICE EQUIPMENT	390.99	1,000.00	609.01	39.10%
531303	COMPUTER EQUIPMT & SOFTWAI	3,857.29	3,000.00	(857.29)	128.58% *
531304	NONCAPITAL AUTO	25.00	-	(25.00)	0.00%
531311	POSTAGE & BOX RENT	149.56	850.00	700.44	17.60%
531312	OFFICE SUPPLIES	1,338.82	1,600.00	261.18	83.68%
531313	PRINTING & DUPLICATING	1,285.27	1,000.00	(285.27)	128.53% *
531314	SMALL ITEMS OF EQUIPMENT	2,154.63	12,500.00	10,345.37	17.24%
531320	SAFETY SUPPLIES	650.29	150.00	(500.29)	433.53% *
531322	SUBSCRIPTIONS	121.95	110.00	(11.95)	110.86% *
531324	MEMBERSHIP DUES	1,241.10	1,400.00	158.90	88.65%
531326	ADVERTISING	2,493.85	4,000.00	1,506.15	62.35%
531349	OTHER OPERATING EXPENSES	1,356.33	1,240.00	(116.33)	109.38% *
531351	GAS/DIESEL	6,588.13	13,000.00	6,411.87	50.68%
531367	WOOD SHAVINGS	21,580.00	24,500.00	2,920.00	88.08%
532325	REGISTRATION	485.00	1,000.00	515.00	48.50%
532332	MILEAGE	132.84	300.00	167.16	44.28%
532334	COMMERCIAL TRAVEL	-	600.00	600.00	0.00%
532335	MEALS	101.10	700.00	598.90	14.44%
532336	LODGING	1,428.00	2,900.00	1,472.00	49.24%
532339	OTHER TRAVEL & TOLLS	-	75.00	75.00	0.00%
533221	WATER	7,997.67	7,500.00	(497.67)	106.64% *
533222	ELECTRIC	42,860.51	36,000.00	(6,860.51)	119.06% *
533223	SEWER	7,268.99	7,000.00	(268.99)	103.84%
533224	NATURAL GAS	4,530.05	9,000.00	4,469.95	50.33%
533225	TELEPHONE & FAX	1,593.37	500.00	(1,093.37)	318.67% *
533235	STORM WATER UTILITY	13,532.94	16,000.00	2,467.06	84.58%
533236	WIRELESS INTERNET	198.15	350.00	151.85	56.61%
535232	GRAVELING	-	4,500.00	4,500.00	0.00%
535242	MAINTAIN MACHINERY & EQUIP	3,693.81	9,000.00	5,306.19	41.04%
535245	GROUNDS IMPROVEMENTS	9,494.03	15,500.00	6,005.97	61.25%
535247	BLDG REPAIR & MAINT	12,719.45	26,000.00	13,280.55	48.92%
535297	REFUSE COLLECTION	3,920.80	13,000.00	9,079.20	30.16%
535344	HOUSEHOLD & JANITORIAL SUPP	6,874.47	-	(6,874.47)	0.00%
535347	BEVERAGE PURCHASES	9,459.62	12,000.00	2,540.38	78.83%
535349	OTHER SUPPLIES	1,650.25	-	(1,650.25)	0.00%
535352	VEHICLE PARTS & REPAIRS	2,478.96	5,000.00	2,521.04	49.58%
535355	PLUMBING & ELECTRICAL	5,894.72	13,000.00	7,105.28	45.34%
536533	EQUIPMENT RENT & LEASE	4,316.75	2,500.00	(1,816.75)	172.67% *
571004	IP TELEPHONY ALLOCATION	1,323.30	1,588.00	264.70	83.33%
571005	DUPPLICATING ALLOCATION	1,073.30	1,288.00	214.70	83.33%
571009	MIS PC GROUP ALLOCATION	6,818.30	8,182.00	1,363.70	83.33%
571010	MIS SYSTEMS GRP ALLOC(ISIS)	3,784.20	4,541.00	756.80	83.33%
591519	OTHER INSURANCE	6,844.86	10,849.00	4,004.14	63.09%
594810	CAP EQUIPMENT	3,126.00	21,000.00	17,874.00	14.89%
594822	CAP IMPRV BLDG	6,939.85	52,000.00	45,060.15	13.35%
Totals		487,133.36	687,757.00	200,623.64	70.83%

Other Financing Sources (Uses)					
Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
Totals		-	-	-	0.00%
Total Business Unit		(52,046.00)	73,000.00	125,046.00	

Fair Park
6902 Fair Week

Date Ran 11/21/2016
Period October
Year 2016

Revenues					83%
Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
411100	GENERAL PROPERTY TAXES	45,756.70	54,908.00	9,151.30	83.33%
421001	STATE AID	(7,162.77)	(7,154.00)	8.77	100.12%
457005	RESERVED SEATING FEES	(15,093.30)	(55,000.00)	(39,906.70)	27.44%
457009	CONTEST ENTRY FEES	(980.00)	-	980.00	0.00%
457010	SPONSOR REVENUE	(63,155.00)	(85,000.00)	(21,845.00)	74.30%
457011	GATE RECEIPTS	(211,459.90)	(245,000.00)	(33,540.10)	86.31%
457013	STALL & PEN FEES	(7,165.50)	(5,000.00)	2,165.50	143.31%
457021	PREMIUM BOOK SALES	(205.00)	-	205.00	0.00%
457029	FFA ENROLLMENT	(5,703.50)	(6,500.00)	(796.50)	87.75%
457030	CREDIT CARD SURCHARGE	(2,208.50)	-	2,208.50	0.00%
457033	SMALL ITEMS SPONSOR	(50.00)	-	50.00	0.00%
459001	SODA	(18,431.89)	(15,500.00)	2,931.89	118.92%
482015	SPACE-FOOD VENDOR	(30,037.28)	(35,000.00)	(4,962.72)	85.82%
482016	SPACE-BEVERAGE VENDOR	(55,226.78)	(80,000.00)	(24,773.22)	69.03%
482017	SPACE-OTHER VENDOR	(15,091.43)	(25,000.00)	(9,908.57)	60.37%
482018	SPACE-CARNIVAL	(31,282.70)	(30,000.00)	1,282.70	104.28%
482019	CAMPING FEE 4-H	(22,865.00)	(20,000.00)	2,865.00	114.33%
482020	CAMPING FEE VENDOR	(2,013.45)	(3,000.00)	(986.55)	67.12%
Totals		(442,375.30)	(557,246.00)	(114,870.70)	79.39%

Expenditures					
Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
511110	SALARY-PERMANENT REGULAR	33,143.26	44,060.00	10,916.74	75.22%
511210	WAGES-REGULAR	23,183.15	26,974.00	3,790.85	85.95%
511220	WAGES-OVERTIME	53.72	10,843.00	10,789.28	0.50%
511240	WAGES-TEMPORARY	42,561.42	36,440.00	(6,121.42)	116.80%
511310	WAGES-SICK LEAVE	77.14	-	(77.14)	0.00%
511320	WAGES-VACATION PAY	2,706.36	-	(2,706.36)	0.00%
511330	WAGES-LONGEVITY PAY	-	65.00	65.00	0.00%
511340	WAGES-HOLIDAY PAY	325.65	-	(325.65)	0.00%
511350	WAGES-MISCELLANEOUS(COMP)	847.24	-	(847.24)	0.00%
512141	SOCIAL SECURITY	7,912.79	8,974.00	1,061.21	88.17%
512142	RETIREMENT (EMPLOYER)	5,661.79	5,285.00	(376.79)	107.13%
512144	HEALTH INSURANCE	14,031.74	15,216.00	1,184.26	92.22%
512145	LIFE INSURANCE	28.37	32.00	3.63	88.66%
512150	FSA CONTRIBUTION	-	213.00	213.00	0.00%
512173	DENTAL INSURANCE	1,465.51	1,350.00	(115.51)	108.56%
514151	PER DIEM	1,620.00	-	(1,620.00)	0.00%
521216	JANITORIAL	-	1,700.00	1,700.00	0.00%
521219	OTHER PROFESSIONAL SERV	5,110.00	500.00	(4,610.00)	1022.00%
521647	VETERINARY SERVICES	-	700.00	700.00	0.00%
521648	AMBULANCE/EMS SERVICES	2,500.00	2,500.00	-	100.00%
521649	SECURITY SERVICES	4,705.38	5,000.00	294.62	94.11%
529299	PURCHASE CARE & SERVICES	5,000.00	-	(5,000.00)	0.00%
529301	FAIR GATE WORKERS	5,795.64	6,300.00	504.36	91.99%
529302	FAIR JUDGES	7,317.65	7,200.00	(117.65)	101.63%
529303	FAIR SUPERINTENDENTS	5,478.85	7,200.00	1,721.15	76.10%
529304	FAIR PARKING SERVICES	1,545.00	1,800.00	255.00	85.83%
531001	CREDIT CARD FEES	3,968.97	1,400.00	(2,568.97)	283.50%
531101	TICKETS/ENTRY TAGS	2,104.38	4,000.00	1,895.62	52.61%
531102	TROPHIES/PLAQUES	310.00	500.00	190.00	62.00%
531103	RIBBONS	2,534.03	2,500.00	(34.03)	101.36%
531181	PREMIUMS	17,212.20	20,000.00	2,787.80	86.06%
531182	FAIR WEEK SPECIAL ACTS	178,328.59	178,500.00	171.41	99.90%
531183	SPONSOR FEES	2,081.70	4,300.00	2,218.30	48.41%
531184	FAIREST OF THE FAIR	1,104.72	500.00	(604.72)	220.94%
531311	POSTAGE & BOX RENT	566.26	650.00	83.74	87.12%
531312	OFFICE SUPPLIES	541.97	400.00	(141.97)	135.49%
531313	PRINTING & DUPLICATING	170.22	500.00	329.78	34.04%
531314	SMALL ITEMS OF EQUIPMENT	537.82	500.00	(37.82)	107.56%
531326	ADVERTISING	38,739.51	43,500.00	4,760.49	89.06%
531349	OTHER OPERATING EXPENSES	1,187.35	750.00	(437.35)	158.31%
531351	GAS/DIESEL	-	2,000.00	2,000.00	0.00%
531367	WOOD SHAVINGS	2,023.00	1,000.00	(1,023.00)	202.30%
532332	MILEAGE	246.78	200.00	(46.78)	123.39%
533221	WATER	662.70	1,200.00	537.30	55.23%
533222	ELECTRIC	6,556.73	7,500.00	943.27	87.42%
533223	SEWER	777.16	1,500.00	722.84	51.81%
533224	NATURAL GAS	-	100.00	100.00	0.00%
533235	STORM WATER UTILITY	712.26	1,200.00	487.74	59.36%
535242	MAINTAIN MACHINERY & EQUIP	1,095.91	200.00	(895.91)	547.96%
535245	GROUNDS IMPROVEMENTS	4,969.15	2,500.00	(2,469.15)	198.77%
535247	BLDG REPAIR & MAINT	3,547.78	3,000.00	(547.78)	118.26%
535297	REFUSE COLLECTION	-	1,200.00	1,200.00	0.00%
535347	BEVERAGE PURCHASES	15,920.55	15,000.00	(920.55)	106.14%
535355	PLUMBING & ELECTRICAL	7,219.76	4,500.00	(2,719.76)	160.44%
536533	EQUIPMENT RENT & LEASE	65,592.00	68,000.00	2,408.00	96.46%
571009	MIS PC GROUP ALLOCATION	1,203.30	1,444.00	240.70	83.33%
571010	MIS SYSTEMS GRP ALLOC(ISIS)	2,179.20	2,651.00	471.80	82.20%
591519	OTHER INSURANCE	3,217.82	3,699.00	481.18	86.99%
Totals		536,382.48	557,246.00	20,863.52	96.26%

Other Financing Sources (Uses)					
Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
Totals		-	-	-	0.00%
Total Business Unit		94,007.18	-	(94,007.18)	

Fair Park
6906 Donations

Date Ran 11/21/2016
Period October
Year 2016

Revenues 83%

Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
485106	FAIR EXPANSION DONATIONS	(4,575.00)	(3,500.21)	1,074.79	130.71%
Totals		(4,575.00)	(3,500.21)	1,074.79	130.71%

Expenditures

Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
531314	SMALL ITEMS OF EQUIPMENT	-	1,600.00	1,600.00	0.00%
531349	OTHER OPERATING EXPENSES	1,550.00	-	(1,550.00)	0.00%
594960	CAPITAL RESERVE	-	28,477.00	28,477.00	0.00%
Totals		1,550.00	30,077.00	28,527.00	0.00%

Other Financing Sources (Uses)

Acct Number	Description	YTD Actual	Total Budget	Annual Remaining	Percentage Of Budget
691100	OPER REV ADJUST	-	2,400.00	2,400.00	0.00%
691200	CAP REV ADJUST	-	(2,400.00)	(2,400.00)	0.00%
Totals		-	-	-	0.00%

Total Business Unit		(3,025.00)	26,576.79	29,601.79	
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Fair Park Director's Report – December 1, 2016

1. 2017 Fair
 - a. Friday Night Concert – Sent in revised contract and our Rider
 - b. Saturday night - offer still pending on younger country artist
 - c. Looking at other artists – Just in case Saturday nights' Offer doesn't pan out.
 - d. Vendor – map
 - a. Working with Land Information to develop a vendor map for fair
 - b. Looking at changing layout of fair
 1. More room for vendors
 2. Using gravel parking area by barns for vendors and entertainment
 - e. On Grounds Entertainment
 - a. Nicks Kids Show – verbally confirmed = 2 – Kids Shows, 2 -Family shows, 1 - '50/'60's show
 - f. Bands – Miller Entertainment Tent
 - a. Cherry Pie – Thursday Night –
2. Winter Storage
 - a. Ads – Ran Facebook ad – Looking at others
 - b. 85-90% filled
3. Sponsors
 - a. Contacting sponsors – talking about this year's fair and next year

FAIR PARK SUPERVISOR'S REPORT
November 3, 2016

- Indoor winter storage space is almost full. Still have some smaller boats and campers coming in. Increased amount of outside storage this year. Ott Schweitzer Dist. is storing some of their beer trailers in the warm-up arena.
- Wisconsin Surplus Auction has ended. All items were sold except for the trash can lids. Total sales \$6,167.08
- We acquired a 1 ton dump truck from the Parks Department in place of the one we sold at Auction.
- Repairing the ruts in the grass from Car Show
- Flea Market organizer has cancelled shows for 2017. I have some phone calls in to interested parties looking to fill those dates.

Jefferson County Fair Park Committee Meeting

Thursday, December 1, 2016

Fair Office Report

- Keeping website, JCFP TV ads, radio commercials and social media up-to-date with event information.
- Creating and sending out Contracts for 2017 events.
- Reconciling November Fair Park events
- Managing Winter Storage:
 - Continuing to promote. Limited space available
 - Will have updated income total at meeting
- Working with the Finance Dept. on accounting information to set-up new Tyler System.
- Coordinating Fairest of the Fair dates: 2017 Fairest was in the Fort Atkinson Holiday Parade Nov. 12 and is also doing Watertown, Helenville, and Jefferson Holiday parades in the coming weeks. 2016 Fairest will have practice for Convention on Dec. 27th.