



# PAE4-HA Newsletter

Summer 2004

**Editor: Suzanne Ault Boarts, Armstrong County Office**

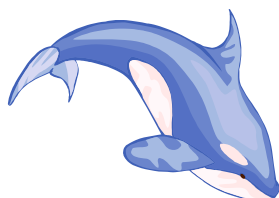
## “Whale Done”

During the 2004 Spring Association Meeting, members of PAE4-HA were able to take part in an educational presentation, provided by Pam Farmer, Human Development Resource Center. The program titled, *Communication Effectively...Building Partnerships...Motivating Participation*, is based on the program *Whale Done!* by Kenneth Blanchard and compares the training of killer whales to motivating, developing and managing people.

Both whales and humans perform better when you accentuate the positive. The *Whale Done!* program highlights how catching people doing things right and redirecting negative behavior are some of the best tools to increase productivity, build trust, create high commitment and motivation, retain your best workers, promote positive customer relationships and sustain your competitive advantage.

Association members who were present during this program will be receiving a copy of the *Whale Done!* as a gift from the association.

Kathy Weller  
Professional Improvement Chair



**North East Region Winners**

Congratulations to the following who received an award. Great job!



*Pamela L. Paletta* – Excellence in 4-H  
Club Support Individual

*Cindy K. Arblaster & 4-H Advocates for Tobacco Free Youth* – Excellence in 4-H Club Support  
Team

*Suzanne Ault Boarts* – Educational Package Individual &  
State Association Publication

*Wanda Braymer* – Exhibit and Periodical Publication Individual

*Laurie Weinreb-Welsh* – Feature Story

*Carol Schurman* – Radio Program

*Karen Hack* – Media Presentation

*Joanne Stoltzfus* – Personal Column

*Marilyn Corbin & Bedford After School Program* – Video Program

### Service Award Winners:

*Cindy K. Arblaster* – ASA (PA Blue Ribbon Award)

*Wanda Braymer* – DSA

*Toni M. Stuetz* – DSA

*Robert Kessler* – Meritorious Service

### Professional Development:

*Michael Martin* – Professional Development Scholarship  
(National Winner)

### Date Saver



**Fall PAE4-HA Meeting Retreat**  
**October 5 & 6, 2004**

**Woodward Lodge**  
**814-349-5520**

Please call and make your room reservations now! The location is only 30 minutes from State College, so feel free to stay wherever it is convenient for you.

Program registration will be sent next week.

## 4-H Clothing Available



The PAE4-HA Public Relations and Information committee is once again offering Pennsylvania 4-H clothing. We hope that you will promote this opportunity to your volunteers, colleagues, and others that may want

some Pennsylvania 4-H clothing.

The articles this time are: long sleeve denim shirt, green short sleeve polo shirt. Green hooded pull-over windbreaker, and men's & women's dress shirts offer in a choice long or short sleeve and white or light blue color. These clothing articles are a great way to show your pride in the green and white.

An order form was emailed to you with a document with sample photos of the shirts. Please try to send one order and check per county. Any order from with a current PAE4-HA member will receive a \$5.00 per article discount.

The orders are due in September to Phil Hoy. The orders will be delivered at the fall PAE4-HA association meeting.

## Penn State Cooperative Extension Director's Award

Congratulations to one of our PAE4-HA members for receiving the first Penn State Cooperative Extension Director's Award.

Phyllis Wright received a SPIRIT Award as Outstanding County Educator. Way to go Phyllis!!!!

## A Note from Fred. . .

As some of you know, I collect sayings and stories that help make the point, pick me up, inspire, or simple make me think. I keep files for these and refer to them when I

need an idea. In this and future issues of our newsletter, I will sharing some of these with you. I hope you find them worthwhile. If not, oh well. If you like them, file them.

In cleaning my office a couple weeks ago, I ran across this thought provocure, author unknown.

Let me pause here to tell you that by taking time (and it was tough) to organize files, empty boxes and eliminate the piles on my desk, I feel more efficient. It is nice to be able to find things and not root through piles. Also, it feels better to walk in to my office and it appears, shall we say, professional. But I digress.

Here is something to think about. . .

### Winner vs Loser

The winner is always part of the answer  
The loser is always part of the problem

The winner always has a program  
The loser always has an excuse

The winner says "Let me do it for you"  
The loser says "That's not my job"  
The winner sees an answer for every problem  
The loser sees a problem for every answer

The winner sees a green near every sand trap  
The loser sees several sand traps near every green

The winner says "It may be difficult but it is possible"  
The loser says "It may be possible but it is too difficult"

Be a winner!

Take a few minutes and do a self assessment. Which are you? And which do you want to be?

Remember your attitude determines your altitude.

Keep the faith over the summer. We are blessed to work with so many people who want to do what we offer. So hang in their and have a great summer.



## Successful Fund Raising Ideas

Pizza/Cookie Sales



Although this is not a large fund raiser it is rather simple (especially if you can have a volunteer tally and prepare orders) and there is a decent return. Joe Corbi's Pizza and Grandma Corbi's Cookie Dough Kits. 1-888-526-7247. The lowest profit is \$5.00 per kit. The more you sell, the more profit you get.

Kelly Weisner

#### 4-H Benefit Auction

In our county, we have our annual 4-H benefit auction. We hold it during an evening during our fair in August, and it's always a big event. We usually raise between \$11,000-\$15,000 a year from it. Our club members, leaders, and parents go out and get donations from stores and businesses, and the clubs also make gift baskets, crafts, etc. to donate. We have some local auctioneers volunteer their time to auction the stuff off. It's been going on for many years. It's a great way to raise funds.

Cindy Arblaster  
Westmoreland County

#### 4-H Penny War



The 4-H Penny War will take place at the Fair this year to raise funds that help support 4-H members going to regional and state events. A piggy bank for each barn will be located in the 4-H Junior building. Stop by and donate your pennies. The contest

works by subtracting any paper or silver money from the total of pennies donated. On Saturday night the winning barn from last year will be announced and receive 45 seconds off their total time of the Farmers Madness Contest. This year the contest will continue for the entire week of the fair.

Pam Paletta  
Washington County

Friendly's Family Fun Night = Your organization picks a night (usually M-Th) and advertises to your membership to come out for a meal and/or dessert at the designated Friendly's Restaurant - the more people who come to eat there, the more money you make! Your organization posts 2-3 people at the front door of the restaurant who can greet people and hand out information about 4-H to those who are not familiar with it.

At the end of the evening, Friendly's gives your group a cash donation based on the percentage of sales they had that evening.

4-H Benefit Auction = We have been having an auction in Lancaster County for many years. 4-H members, parents & leaders volunteer to serve on the planning committee and recruit donations such as food items, plants, clothing, tools, crafts, pet/animal supplies, gift certificates, and more! Volunteer auctioneers sell the items during the day and one of our county 4-H clubs provides a food booth, which they use as a fundraiser. We have made \$5,000-\$7,500 on this annually.

Katina Musser,  
Lancaster County

#### Ideas from Crawford County

In Crawford County last summer we raised \$12,000 working with the Erie Times News, which is a newspaper publisher from a neighboring county who wants to increase their readership. The Crawford County 4-H Ambassadors handed out 10,000 free issues of their paper on Sunday, the first day of our 10 day Crawford County Fair. Also, they gave us \$5.00 for each of their t-shirts they sold that week and \$5.00 for each subscription they sold that week.

Another successful fundraiser was for the 4-H'ers in the county to wrap gifts at Peebles Department Store for donations during the Christmas season. Approximately, 12 clubs worked different shifts that I scheduled for them and all together they raised over \$900. Then, I applied for Wal-Mart's matching fundraising offer and gained another \$700 towards our county development fund.



Last year

Peebles went with the prepackaged boxes so the county 4-H'ers participated in the Festival of Trees during the Christmas Season instead. It's an area mobile home sales company that solicited donations from area business and gives the nonprofit organizations \$500 to decorate a tree and then during certain hours the public votes of their favorite tree monetarily. We raised over \$700 towards the development fund by participating in this fun activity. I was able to get a tree donated and the 4-H'ers in the county decorated it, plus we applied once more for the Wal-Mart matching fundraiser opportunity and

gained an additional \$500. Not only was it a great fundraiser but it was also a grand way to promote the 4-H program across northwestern Pennsylvania because they offered information about the various non profit organizations that participated in the Festival of Trees over the air when the local radio station promoted the event.



This spring was Crawford's first annual FUNd for YOUTH Charity Auction. 4-H'ers in the county solicited area businesses for donations of new items or services that were auctioned off. We ended up with over 600 items for sale. Also the clubs sold hotdogs, chips, beverages, milkshakes and ice cream. Once our expenses were deducted we raised over \$6,500. Allot of work but the greatest part for me to see was all the 4-H'ers working together for a common goal. We had horse kids, goat kids, rabbit kids and clothing kids all working together to raise funds for the 4-H County Development Fund. It was Awesome!

Wanda Braymer  
Crawford County



## By-Law Changes

As a result of a motion made at the Association Executive Board meeting there are some proposed changes to the by-laws that will be presented for a vote at the fall meeting. You will receive an email regarding those changes. Please read carefully! If you have any questions please contact Toni Stuetz, Chairman of the Policy and Resolution Committee ([tstuetz@psu.edu](mailto:tstuetz@psu.edu))



Penn State encourages persons with disabilities to participate in its programs and activities. If you anticipate needing any type of accommodation or have questions about the physical access provided, please contact the Armstrong County Cooperative Extension Office in advance of your participation or visit.

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