

Adams County Junior Livestock Sale Committee
Minutes
September 2, 2021

Call to Order: Meeting was called to order by Vice Chair Kinza Burney at 7:32p.

Determination of Quorum: It was determined that quorum was met. Executive committee members present were Vice Chair Kinza Burney, Treasurer Amy Marris and Secretary Amy McFarland.

Approval of Agenda: Amy McFarland moved to approve the agenda; Amy Marris seconded. Motion passed.

Secretary's Report: Because this was an informal meeting in July, there was no need to approve the minutes.

Treasurer's Report: There is currently \$97,598.53 in checking. We had a total of \$5,000.15 in expenses, including company, food, photographer, and processing. \$65,000 worth of invoices have been sent for sale. About \$40,000 went through the online platform. Kinza will help to reconcile those payments. Amy McFarland presented a bill of \$110.00 for postage for the buyer's packets. We have not received a bill for the alcohol for the sale.

- Payment to members update: Chris suggested that we put all the add-ons into the spreadsheet and complete the payments to the members. Chris will help Amy Marris with this.

Old Business

- Sponsorship options: We have lost sponsorship because many of our past sponsors have decided to purchase animals instead of providing major sponsorships. Amanda suggested that we need to be talking to businesses now because of the business fiscal year. We will move forward with planning next year as a "normal" sale and will start looking for sponsors.
- There was no further old business.

New Business

- Distribution of pictures/checks: Pictures are at the fairgrounds, will be distributed to buyers and members within the next week.
- Sale Thank You Notes: Kinza will go through the thank you notes when she picks them up at the office within the next few days.
- Ginther Scholarship Funds: There are funds held by member's council for this scholarship as well, and need to consolidate into one account. We may need to either exhaust funds from Member's Council or vice versa so that all money is stored in one location. We also need to update Brett Ginther on what the total is within that account. Angela Rossell suggested we advertise this more to be sure that younger members understand what the scholarship is and how it works within the sale. Kinza is working with Brett on possibly putting together a slideshow/media presentation about Adam and the scholarship fund. We should also advertise/talk about the animal that was "donated" and that family.
- 2021 Sale Wrap-Up:
 - Thank you to the volunteers who helped with the sale!

- Morning Sale: Heard quite a bit of good feedback from buyers about the earlier time and breakfast: able to come in early and leave by early afternoon, cooler, etc. Many buyers suggested that the morning was better for their schedules.
 - Be careful that we're still putting the buyers first, have a bit more structure and communication, especially with members.
 - Timing: We may need to consider a bit more time between the start of breakfast/meal to the start of the sale.
- Location: Fair is pleased with how Dome was used this year, it's possible that we may be able to use the Al Lesser again next year, but Chris will update the group as he hears more for 2022 Fair building scheduling.
- Capacity: Fair set records for numbers this year, so logistics might suggest that the morning timing might work better for bandwidth, parking and traffic.
- Report on Sale: Small animals and beef were slightly down; grand and reserve prices dipped this year as well. Averages for hogs, sheep and goats were all higher. Questions were posed about our buyers being disappointed, premium buyers being needed, finding more buyers overall. This year's sale had 32 primary buyers from what Chris can see, compared to 55-58 buyers in previous years.
 - Suggestions were made to have information available by weigh in so that members can start soliciting their buyers earlier in the year.
 - Can we survey the buyers for ideas, thoughts and suggestions? Amy McFarland volunteered to create a survey and send it to buyers.
- Transport of animals: we had many volunteers step up, and we're thankful for this help. The committee does foresee this becoming more difficult in the future (Hudson will likely not process animals next year). It's challenging to get processors to hold spots for us if we don't have animals to send or transportation available. We will need to continue to provide suggestions for solution to transporting animals and securing processors.
- Elections in November: please consider running for office!
 - According to Bylaws, elections happen as follows:
 - Chairperson: serves two years, elected in odd years
 - Vice Chairperson: serves two years, elected in even years
 - Treasurer: serves two years, elected in even years
 - Secretary: serves two years, elected in odd years
- Renew MOU with Extension office which defines roles and responsibilities of each entity. This will need to be approved as soon as possible, as it has lapsed. Amy Marrs moved to approve the MOU as written, Amy McFarland seconded. Motion passed.
- There was not any other new business.

Next Meeting: October 7, 2021 at 7:30p

Adjournment: Meeting adjourned at 8:40p.

Respectfully submitted,
Amy McFarland
Secretary