

Sale Committee Minutes

Thursday, November 4<sup>th</sup> 2021

**Call to Order:** Meeting was called to order at 7:38 by V. Chair Kinza Burney

**Determination of Quorum:** It was determined quorum was met.

**Approval of Agenda:**

**Secretary's Report:** The secretary's report provided by Amy McFarland was approved – Motioned by Kinza Burney, Second by Amy Marrs

**Treasurer's Report:** The treasurers report was presented and approved after discussion of some figures not currently available. Motioned – Kinza Burney, Second – Kyle Scott

Current Balance = \$102,610.51

Invoice Total Due = \$11,300 Invoice remailed 11/3/2021

Outstanding Receipts:

\$118.06 Buyers Packet Postage

\$110.00 Plaque and Picture Mailing

\$118.65 Coffee Supplies Sale Breakfast

**Old Business**

- Sponsorships – many businesses that have sponsored in the past have switched to becoming buyers. Sponsorships help offset Sale costs.
- Ginther Scholarship Funds – 10 lots were auctioned off using a donated animal. Discussion was had around the possibility of reducing the number of lots in the future or spreading the lots out periodically throughout the Sale.

**New Business**

- Elections in November: please consider running for office!
  - According to Bylaws, elections happen as follows:
    - Chairperson: serves two years, elected in odd years
      - Kinza Burney (full term) – by acclimation, M -Kinza Burney, S- Rosie Scanlon
    - Vice Chairperson: serves two years, elected in even years
      - Rita Lipke (1 year appointment to finish term) – by acclimation, M-Kinza Burney, S – Rosie Scanlon
    - Treasurer: serves two years, elected in even years
      - Amanda Goss (1 year appointment to finish term) – by acclimation, M-Kinza Burney, S- Rita Lipke
    - Secretary: serves two years, elected in odd years
      - Janelle Sack (full term) – by acclimation

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- 2022 Sale - Discussion
  - Online Sale Platform
    - If used in 2022 would only have the percentage charge – no set up charge
    - About \$40,000 went through the online platform in 2021
    - There were some firewall issues blocking some buyers and add on payment caused some issues with requiring multiple login
  - Processors
    - Actually had an excess of processing slots left over in 2021
    - Some people questioned the quality of some processors this year
    - Hudson will not be available to take hogs in 2022
    - Processors should be contacted for slots asap
  - Buyback Option
    - Would more buyers purchase in the auction if the option to purchase buyback animals was removed – something to consider for 2022
  - Discussion on Time of Sale:
    - Morning Sale – Positives:
      - Some buyers liked better due to less traffic & parking issues and it was more comfortable with less heat
    - Morning Sale -Negatives: Having it at the same time in 2022 would cause issues with Large Animal Round Robin contest as it is currently scheduled.
  - Discussion on Number of Animals members allowed to sell:
    - Reasons to consider increasing number of animal members can sell:
      - In previous years sale had about 120 animals sold, this year only 76
      - The number of youth participating in livestock project has decreased a lot in the last 2 years
      - Fair and Sale needs a jolt increase participation
    - Concerns against increasing numbers sold:
      - Having a normal fair and no limits on animals entered may increase member participation again without need to change Sale animals
      - Are there enough buyers to sustain increasing number of animals selling
      - Would all animals be market ready – finished- if members could sell more than one
      - Processor and transportation availability problems could get worse with increased numbers of animals.
  - Marketing
    - It was proposed to create a marketing committee
    - Kyle Scott would like to work with the 4-H office and Sale Committee on strategies to increase 4-H enrollment. Janelle Sack and Tara Marr would also be interested in helping on a committee for this.
    - Kids need to be seeking buyers – Sale Committee should try to have info for members by tag-ins so members can start early in finding buyers. Sale Committee/4-H office should also consider having a class/workshop on how to get buyers
    - Need a status report on the buyer survey Amy McFarland was working on.
  - It was moved (Michelle Sterkel) and Seconded (Amanda Goss) to table the discussion of the number of animals members may sell at the 2022 Sale to the next meeting

**Next Meeting:** Dec. 9<sup>th</sup> @ 6:30pm - Zoom \_\_\_\_\_

**Adjournment:** Meeting was adjourned at 9:03pm