

Marion County Junior Livestock Auction

Meeting Minutes

August 13, 2018

The meeting was called to order at 6:00 pm by President John Kuenzi in the Board Room of K&E Excavating, 3871 Langley St. SE, Salem, OR 97137

Present:

- Directors: Josh Augustus, Jace Anderson, Justin Brill, Becky Pineda, Dan Vannoy, Mike Clonch
- Officers: John Kuenzi, Letxy Molin, Bill Luthi
- Guest: Pete Brentano

Excused or Unexcused Directors/Officers: Carol Barham, Eric Pineda

Minutes:

The minutes for July 2, 2018 were reviewed and approved.

Treasurer's Report: Letxy Molin presented the "MCJLA" 2018 budget and financial reports June and July 2018. The treasure reports were approved and accepted.

Old Business:

- John Kuenzi will get insurance quotes for "MCJLA" regarding computers, new panel trailer, panels and weight scales. He will address this at the next (August) meeting.
- Justin Brill suggested holding a retagging day before fair for any "MCJLA" animals missing a tag and assigning one person in charge of retagging. More discussion will be tabled until next year.
- John Kuenzi was contacted by Yamhill County Livestock Auction to rent the "MCJLA" animal scales for their auction, which is held two weeks after our fair.
- JB Dimmick will send Rich Damon and Casey Moore to be the "MCJLA" auctioneers.
- "MCJLA" weigh scales will open July 11, 2018: All assigned to help will be on site during these times.
 - 12:00 p.m. – 6:00 p.m. Goats, Sheep and Swine
 - 6:00 p.m. – 7:00 p.m. Beef only
 - 7:00 p.m. – 8:00 p.m. All Species
- Kimberly Clonch will print the 2018 "MCJLA" buyer sales catalog, have the superintendents review before finalizing and send to the print shop by noon Friday (July 13, 2018). They should be ready to pick-up by noon on Saturday (July 14, 2018).
- Kimberly Clonch will oversee the "MCJLA" computer/paperwork side of the auction and will work with Bill Luthi to get the 2018 "MCJLA" catalog cover and back page done ahead of the sale for B-Kab signs & Design to print.

- Justin Brill provided the board a new 2018 “MCJLA” auction floor plan that was given to him by Melanie McCabe who is on the “2018” Marion County fair committee.
- John Kuenzi offered to check into a water truck from Keizer, OR for the 2018 “MCJLA” show animals if the water restriction was not lifted by fair time (July 11-14, 2018).
- Justin Brill will purchase 4 bar stools with backs and swivel to provide for the 2018 “MCJLA” auctioneers.
- Edward Brooks, a volunteer from Kuenzi & Company and Kimberly Clonch will set-up the computer network and test auction system with the new 2018 “Show Works” program on July 11-12, 2018 at the “MCJLA” fair grounds.
- “MCJLA”: pens, backgrounds, tables, straw bales, decorations, flags and misc. will be delivered/set up by July 10-11, 2018. The board will oversee this.
- John Kuenzi presented a “MCJLA” fair week task list guideline for everyone (July 11-14, 2018) Wednesday-Saturday of items that need to be done before, during and after the auction.
- John Kuenzi and Jace Anderson to oversee getting bottle water and ice to provide for the buyers, auctioneer, and board during the “MCJLA” auction (July 14, 2018) evening.
- “MCJLA” board team to help and arrange for volunteers to set-up tables and chairs for the buyer’s auction meal.
- Letxy Molin in charge to pay the “MCJLA” auctioneers and inspectors Saturday night (July 14, 2018).
- Questions and suggestions regarding the 2018 “MCJLA” from all board members and guests where discussed on ways to help and make this auction run smoothly. Thanks to all that will be helping and contributing to make this auction a success!

New Business:

- a) Discussion regarding initial weigh-in (led by Pete Brentano):
 - a. Is it necessary to have an initial weigh-in?
 - i. No rate of gain requirement
 - b. How do we eliminate risk of spreading illness?
 - i. Increase sanitation
 - ii. Use of booties
 - iii. Allow families to tag their own animals
- b) White ribbons given at fair (led by Pete Brentano)
 - a. Pete was concerned that too many white ribbons were awarded.
 - i. It is spendy for kids with financial needs to raise an animal and if they cannot sell at Fair they cannot recover these costs.
 - b. Justin mentioned there were fewer whites than in the past and they do specifically discuss the matter with Judges prior to the show and monitor and challenge judges during the show.
 - c. Some judges have not been asked back because of their unfair use of white ribbons.
 - d. John added that it is important to educate families and the kids of the importance of caring for their animals. If the animal is cared for properly, it is not likely they will receive a white ribbon.

- c) Pete wanted to congratulate and thank the auction committee for a great auction.
- d) Pete also suggested that we start the scholarship bids higher in the future.
 - a. Start high and go down from there.
- e) John proposed a LOC to fund the auction payouts until the sponsor money has been collected.
 - a. Pro - Turnaround time to the kids will be drastically reduced
 - b. Con - LOC will add costs in interest expense
 - c. Con- Need to receive buyer payments quickly.
- f) Board approved reducing the auction commission from 6% of proceeds to 5%.
- g) Mike Clonch presented the auction manager's report (Kim Clonch). Kim could not be present.
 - a. More add-ons expected to come in.
 - b. 184 checks have been issued to kids and 66 kids are still waiting.
 - i. Need to collect from St.Paul buyers
 - c. Kim needs to be reimbursed for auction related expenses.
 - d. Superintendents were slow to give Kim the data at fair. She suggests buying IPADS for data entry during fair.
 - i. Justin mentioned that he has used IPADS at a show and it seemed to be successful.
 - ii. Need to organize a training night for this.
 - iii. Kim will research prices and present to the committee at the next meeting.
 - iv. John suggested the committee vote on these expenditures prior to the next meeting and before the budget is released for the following year.
 - e. Kim will plan on attending Superintendent meetings in the future to communicate auction committee needs.
 - f. Kim also suggests online registration to expedite data entry.
 - i. Justin said state fair does that and it was "nice".
 - g. Placards still need to be sent out but they ran out of red ribbons.
 - i. \$97 for postage for placards
 - ii. Need a better printer and a computer designated for printing placards at the fair during the auction.
 - iii. Print ribbons on cards and not use actual ribbons to save cost and time.
 - h. Kim suggests assigning people with jobs/duties prior to fair.
 - i. Letxy agreed that this would be helpful as people were there but left because they didn't have anything to do. It would be much more organized if volunteers showed up with a purpose. Also, priority should be given to committee members for auction related jobs, especially for jobs involving face-time with the buyers.
 - i. We need three working computers during the auction.
 - j. Photos need to be taken the Friday morning before the auction.
 - k. Kim needs totes to clean up and organize auction related supplies and equipment.
 - i. Committee approved purchase and will reimburse her when she submits her receipt.
 - l. Kim suggests that we recycle the old computers that are no longer in use.
- h) The committee discussed ways of improving the auction.
 - a. REGISTRATION MUST START ON TIME

- i. Two lines for existing buyers to check-in
 - ii. One line for new buyers to register.
 - iii. Need new bidder cards with new #'s.
 - iv. Need extension lines and signs for buyers to know where to go during registration.
- b. Bleacher location -
 - i. The committee should have a say in how the show ring and bleachers are set up.
 - ii. Pens need to be set up w/Fair board and committee.
 - iii. Buyers seemed happy with this year's set-up
 - iv. Set up earlier. Need more time to get everything set-up so Kim has more time to put the computer network together prior to registration.
 - v. Do we need to purchase another gate for the show ring?
 - vi. Hire an FFA group to set-up and break-down?
- c. Load-out –
 - i. Need more people helping
 - ii. Use social media to recruit help
 - iii. Need someone to learn Kayla's process for marking where animals go in case she is not available in the future.
 - iv. Sharpies worked great!
 - 1. Tell kids not to wash animals.
- d. Photographer –
 - i. Great job for price.
 - ii. Lighting needs adjusted
 - iii. Suggest thumb drive for each species.
 - iv. Need more help in photo area identifying kids and holding animals.
- e. Dinner –
 - i. Excellent this year!
 - ii. Drink tickets were a hit.
 - 1. John to discuss the bill with the vendor because the price on the bill was \$6/ticket but he was quoted \$5/ticket.
 - 2. The vendor moved to the rodeo and it would have been better if they had stayed on location.
- f. Auctioneers -
 - i. John would like the auctioneers to remind the buyers that steers were going for less than the pigs and that buybacks are better with the steer.
- i) Elections are coming up and we need to keep people in mind who want to be on the committee.
 - a. Mike and Jace's terms are up.
 - b. Need people to replace officers that are not directors.
 - c. Fill sub-committees.
- j) Need storage for panels and scales
 - a. Wilco has space and it is secure and undercover but it is temporary.
- k) Our scale is still out on rental.

- l) Has all row of champion sponsors paid?
- m) Discussion regarding capital market lamb.
 - a. Justin said the proceeds go to the FFA.
- n) We need a new floor buyer as H&K will not be available next year and Mt.Angel is too high.

Meeting adjourned at 8:15 p.m.

Next Meeting: September 10, 2018 at 6:00pm, K&E Excavating, 3871 Langley St. Se, Salem, OR 97137

Board President: John Kuenzi

Board Secretary: Carol Barham