

## Marion County Junior Livestock Auction

Meeting Minutes  
August 3, 2020

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

Present:

- Directors: Josh Augustus, Michael Clonch, Eric Pineda (phone conf.), Becky Pineda (phone Conf.) and Reynold Gardner (phone conf.)
- Officers: John Kuenzi, and Carol Barham (phone conf.)
- Other: Melanie McCabe, Jennifer Bettiga and Kimberly Clonch

Excused or Unexcused Directors/Officers: Letxy Molin, Dan Vannoy, Jace Anderson

Minutes: A motion was made by Josh Augustus, 2<sup>nd</sup> by Eric Pineda to approve the minutes for June 15, 2020 and on-line additions thru July 1, 2020

Treasurer's Report: Letxy Molin (absent) delivered the treasury reports packet updates to John Kuenzi at K&E Excavating. Kimberly Clonch was a spokesman to present the treasury report to the board and guests. A motion was made by Josh Augustus, 2<sup>nd</sup> by Michael Clonch to approve the June-July 2020 treasury reports.

Old Business:s

- John Kuenzi discussed the up-coming "MCJLA" mandatory drive through tagging day on June 20, 2020 from 8:00 am-12:00 pm for Goats, Hogs, and Lambs at the Sublimity Harvest Fest Grounds. Set-up time, equipment needed, volunteers to tag animals and assist with the drive through process were discussed.
- Jace Anderson will be in charge of purchasing the "MCJLA" animal tags.
- Dan Vannoy is in charge of contacting Sublimity Harvest Fest for the "MCJLA" use on June 20, 2020 from 8:00 a.m.-12:00 p.m.
- Kimber Clonch will be on site to input/track all FFA/4-H youth names with their animal auction number and a receipt with the number will be handed out during the drive through.
- FFA/4-H youth who contacted the "MCJLA" about conflicts before animal tagging-day will have a board member make arrangements for a separate day to insert/tag the animal at their residence.
- Dean Sweeney volunteered to pay and provide a radio ad for the "MCJLA" to promote more advertising. Thank-You Dean!
- John Kuenzi presented to the group about "MCJLA" advertising sponsorships to include on the "MCJLA" web-site, sale page itself, the sale catalog or have all sponsorships

recognized with a (thank-you) insert in the invoices. After more discussion the group agreed to wait until next year with a live auction to sell advertising sponsorships for a pen(s) or a show ring display.

- Jace Anderson informed the group that Wilco will sponsor “2020” auction and request a recognition through “MCJLA” if possible.
  - Kimberly Clonch was contacted by Linn County Youth Livestock Auction to use “MCJLA” large animal and small animal weight scales/panels on July 11, 2020 for their upcoming auction weigh-ins. A motion was made by Reynold Gardner, 2<sup>nd</sup> by Dan Vannoy to approve the use of our weight scales/panels.
  - “MCJLA” proposed to have bids increase from the numbers of June 15, 2020 meeting:
    - 1) Goat, Lamb and Hogs -\$50
    - 2) Steers - \$100
    - 3) Small animals - \$25
- \*\*changed with (board members) on-line voting - approved July 1, 2020 to:
- 1) Goat, Lamb and Hogs -\$100
  - 2) Steers - \$200
  - 3) Small animals - \$50
- Michael and Kimberly Clonch reported (June30, 2020) the youth participating in the auction and the buybacks. Grand Total 206 lots.

Beef - 21, buyback- 12 yes, 9 no.  
Hogs- 105, buyback- 71 yes, 34 no  
Goats- 20, buyback - 11 yes, 9 no  
Lambs- 43, buyback - 25 yes, 18 no  
Chickens- 1, buyback - 1 yes  
Turkeys- 6, buyback - 5 yes, 1 no  
Rabbits pens- 10, buyback - 6 yes, 4 no

- Kimberly Clonch informed the group that “MCJLA” received (7) new buyers and returning are (17) buyers registered on-line for the livestock auction so far.
- Josh Augustus will contact Dan Sandburg (beef inspector) to be at Woodburn Auction Yard for animal load-out; Saturday (July 11, 2020) at 1:00-5:00 p.m. Youth will need to provide their beef transportation slips also.
- Michael Clonch informed the group (June 25, 2020) of floor prices per head and proposed that we set the prices as follows:

Beef- \$1100.00  
Hogs - \$78.75 round to \$79 or even \$80  
Sheep - \$89.25 round to \$90  
Goats - \$120.00

For small Animals

Rabbits - \$15.00 per pen of 3  
Chickens - \$7.50 per pen of 3  
Turkeys - \$16.00 per bird

- Deadline for “MCJLA” FFA/4-H youth and animal video/picture/health record entry are June 30, 2020. “MCJLA” Livestock Silent Auction: July 7<sup>th</sup> 5pm - July 9<sup>th</sup>. Good luck to all of the FFA/4-H YOUTH!

#### New Business:

1. “MCJLA” auction summaries:
  - a) Animal prices were higher than expected with a silent/on-line auction.
  - b) There was a positive response from the auction buyers using the ShoWorks program. The Virtual Market Show sale gave the buyers an extra time-line, bidding was more convenient/relaxing process and buyers were able to see the other supporters.
  - c) Add-ons were very successful to help and also support the youth with their projects.
  - d) A lot of compliments from parents to say “Thank-You” for doing something for their child and their animals projects.
  - e) Total auction sales/add-ons received were \$455,224 in sales. To date 90% have been collected.
  - f) The board discussed “MCJLA” percentage to retain from the auction sale will be 5% from each youth. A motion was made by Michael Clonch, 2<sup>nd</sup> by Josh Augustus to approve. All agreed.
  - g) A donation from Wilco (\$2000) to go towards the ShoWorks Virtual program to help support the youth. A big thanks to Wilco!!
  - h) Drop-off for the FFA/4-H auctioned off animals delivered to Woodburn Livestock Auction was very organized with plenty of volunteers. A big thanks to Michael Clonch, Melanie McCabe, Tom Elder and helpers (Woodburn staff) for this success!
2. Kimberly Clonch reminded everyone that payment is still needed to pay for the ShoWorks program and postage for all youth’s checks mailed.
3. John Kuenzi proposed that gifts need to be purchased to sponsors/volunteers that went above and beyond with generosity. All approved to gift 150.00 each to;
  - \*Wilco
  - \*Woodburn Auction Yard
  - \*Tom Elder (with Woodburn Auction Yard)
  - \*Sublimity Harvest Fest Ground
  - \*Melanie McCabe
4. Becky Pineda still needs to contact/deliver 2010-2020 “MCJLA” scholarship winner awards.
5. Melanie McCabe will put on ([www.mcjla.com](http://www.mcjla.com)) a reminder to all the youth that sold their animal at auction to give out a thank-you card/gift to the buyer(s) for their support.
6. The group presented ideas and thoughts on a way to thank for the support from all of the Livestock Auction buyers that helped make the “2020” Virtual Market Show a success. All agreed and approved to send out thank-you postcards.
7. Melanie McCabe suggested to have printed 1000 postcards/envelopes/logo stickers the cost would be around \$359.00. Melanie will oversee a postcard proof to send out to the “MCJLA” board thru e-mail before purchasing the final product.

8. The “MCJLA” postcard will present a picture of a youth and their animal with wording shown below;

(Top- of post card)

*Thank You for supporting the 2020 Marion County Junior Livestock Auction*

(Bottom of the post card)

*On behalf of all the 4-H & FFA members you supported during the 2020 Marion County Junior Livestock Auction we would like to express our gratitude for your continued generosity.*

*We are looking forward to putting 2020 in the past looking to the possibilities of 2021.*

*Thank you again for your continued support of the youth in Marion County. Sincerely,*

*John Kuenzi, Dan Vannoy, Josh Augustus, Letxy Molin, Carol Barham, Eric Pineda,*

*Becky Pineda, Jace Anderson, Michael Clonch, Reynold Gardner and Kimberly Clonch.*

**Thanks to everyone on the board and volunteers for all their hard work to make the “2020 Marion County Junior Livestock” a very successful and memorable auction.**

Meeting adjourned at 7:20 p.m.

Next Meeting: September 21, 2020 at 6:00 p.m., K&E Excavating 3871 Langley St. SE, Salem, OR 97137

Board President: John Kuenzi

Board Secretary: Carol Barham