

Marion County Junior Livestock Auction

Meeting Minutes

October 7, 2019

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, Jace Anderson, Eric Pineda, Becky Pineda and Dan Vannoy
- Officers: John Kuenzi, Letxy Molin and Carol Barham
- Other: Melanie McCabe (Marion County Fair Board Member) and visitor: Reynold Gardner and Andy Laframboise

Excused or Unexcused Directors/Officers: Michael Clonch and Bill Luthi

Minutes: The minutes for September 9, 2019 were approved.

Treasurer's Report: Letxy Molin presented copies of the treasures report to all board members to review and was accepted.

Old Business:

- John Kuenzi discussed giving out buyer gifts such as mugs/hats labeled "*Proudly Support Marion County Junior Livestock Auction*" to buyers that have purchased 4-H/FFA livestock after the auction. Cost and details will be further explored.
- John Kuenzi proposed a "MCJLA" banquet dinner before the auction as a meet and greet to recruit new buyers to attend the Marion County Livestock Auction. Could the auction committee be willing to take this on with all the details, cost, volunteers and commitment? Future discussion will be addressed at the November board meeting.
- The "MCJLA" auction meal discussion – light lunch and then a meal for the buyers after the auction is over or keep it as is with the one meal before the auction starts. The cost and volunteer help is still in discussion for the November board meeting.
- The Board decided to request that the 4-H/FFA kids selling their animal at the auction wait until after the auction is over to give the buyer(s) a thank-you card/gift. This information will be posted on our website (www.mcjla.com).
- Letxy Molin will provide "MCJLA" scholarships participants checks (that have proof of college enrollment) at the October 7, 2019 for John Kuenzi and Bill Luthi to sign and mail.
- Melanie McCabe informed the "MCJLA" board that the Marion County Fair board approved of the animal auction starting at 1:00 p.m. instead of 2:00 p.m. Melanie informed everyone

that the growth of kids selling at the livestock auction has gone up 10% to 15% over the past few years and an earlier auction time would be helpful to the staff.

- Melanie McCabe notified the board that 4-H/FFA kids purchasing poultry and rabbit animals will need to provide a copy of the approval receipt(s) before weigh-in at the fair. Jula Galvin (poultry and rabbit superintend) will be responsible to record and track the approval receipt(s) from the kids. The new rule information will be posted on our website (www.mcjla.com). All approved.
- The Board discussed other county fairs in Oregon and what they have done for outreach and advertising to bring in new livestock buyers. Everyone agreed we need new ideas to reach other companies/sponsors to support the 4-H and FFA kids auction sale. We all think this is a priority and will be addressed in our future meeting.
- Officer and Director Elections will be held during the October 7, 2019 meeting. The positions opened for “MCJLA” 2019-2020 are:

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|---|----------------|---------------|
| 1 | President | (1-year term) |
| 1 | Vice-President | (1-year term) |
| 1 | Secretary | (1-year term) |
| 1 | Treasurer | (1-year term) |
| 2 | Directors | (3-year term) |

- The board members were encouraged to communicate with others that are interested in serving on the “MCJLA” 2019-2020 board. Anyone interested should attend to be at the next meeting (October 7, 2019) to vote for the open positions.
- Carol Barham will hand-out “Conflict of Interest Disclosure Statements” to all 2019-2020 “MCJLA” board members to sign and date. The “MCJLA” secretary will keep on file.

New Business:

1. Before the officer and director elections began; John Kuenzi thanked all “MCJLA” board members for all their commitment and service during 2018-2019.
2. Officer and Director Elections was conducted during the October 7, 2019 meeting. The candidate’s nominated positions were presented and elected. We want to give a big welcome to a new member (director) Reynold Gardner. Also, a farewell to Bill Luthi and Justin Brill who will be missed by all on the board.
3. The positions filled for “MCJLA” 2019-2020 and approved are:

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|----------------|------------------------------|
| President | John Kuenzi |
| Vice-President | Dan Vannoy |
| Secretary | Carol Barham |
| Treasurer | Letxy Molin |
| Directors | Becky Pineda/Reynold Gardner |

4. Carol Barham handed out 2019/2020 "Conflict of Interest Disclosure Statements" for all the members on the "MCJLA" board to sign and date. The secretary (Carol Barham) will keep on file.
5. John Kuenzi will contact the bank to remove Bill Luthi as a co-signer and have Dan Vannoy as the new vice-president a co-signer for "MCJLA" checks.
6. Letxy Molin proposed that we need a (US Bank) credit line set-up for \$100,000 - \$150,000 to pay the "MCJLA" kids timely. We would be able to cut all checks out at the same time instead of waiting for the buyers checks to be received. Also, have next year's auctioneer announce a collection date for all auction buyer(s) and add-ons to be collected/mailed to "MCJLA" by a certain date. John Kuenzi will be contacting "US Bank" about our options and what information is needed to provide to them for the line of credit. All agreed.
7. Letxy Molin has received only two "MCJLA" scholarship winner's awarded money college information and can be paid. Still needed are the other scholarship winner's college information for enrollment.
8. John Kuenzi will approve the insurance policy renewal in February 2020.
9. Jace Anderson reminded the board to have Kimberly Clonch up-date the web-site (www.mcjla.com) about "rate of gain" on the beef animals (only) for 2020 "Marion County Fair".
10. Discussion regarding a "Meet and Greet" banquet dinner before next year's (2020) auction. The purpose is to recruit new buyers to attend the Marion County Livestock Auction. Idea's included:
 - a) The group responsibility to get 2-3 new buyers each to the dinner.
 - b) Hire Dean Sweeney to coordinate, advertise and promote radio ads. John Kuenzi will contact Dean to attend the "MCJLA" November board meeting to discuss our options, volunteer help and costs.
 - c) A location, caterer, music, guest speakers and sponsorships. A Budget needed?
 - d) Jace Anderson suggested inviting a presentor from "Oregon for Ag" group.
 - e) Setting up a committee to plan this event.
11. Dan Vannoy asked if we could get a list of buyers from four years ago to identify those who have purchased animals in the past and have not bought market animals the last few years. All approved. Kimberly Clonch will be asked to provide the list for the December 2, 2019 board meeting.
12. Melanie McCabe offered to help locate a venue for the 2020 host dinner. Melanie said the fair board understands the value of 4-H and FFA at the "Marion County Fair" and believes they wouldn't have a fair if it wasn't for the kids.
13. Letxy Molin informed the group that an invoice is still needed to pay the alcohol booth from the dinner auction and should be addressed.
14. A (2019-2020) "MCJLA" budget draft will be presented by Letxy Molin at the December 2, 2019 board meeting

Meeting adjourned at 7:30 p.m.

Next Meeting: November 11, 2019 moved to December 2, 2019 at 6:00pm, K&E Excavating, 3871 Langley St. Se, Salem, OR 97137

Board President: John Kuenzi

Board Secretary: Carol Barham