

## Marion County Junior Livestock Auction

Meeting Minutes

August 5, 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: Michael Clonch, Eric Pineda, Becky Pineda and Dan Vannoy
- Officers: John Kuenzi, Bill Luthi and Carol Barham
- Other: Kimberly Clonch and (visitor) Tracy Gower

Excused or Unexcused Directors/Officers: Letxy Molin, Josh Augustus, Jace Anderson and Justin Brill

Minutes: The minutes for July 1, 2019 were approved.

Treasurer's Report: No Treasurer's presented with the absent of Letxy Molin.

Old Business:

- Sayla Elsbree-Kraftwill (Marion/Polk Food Bank's director) and Michael Clonch presented information about how the food bank's program will operate with their computer system, donating buyers tracking and their own haul-out. The Food Share organization will provide materials to go into the "MCJLA" buyer bags to present their outreach and the donation help process. The "MCJLA" board is looking forward to this partnership and giving back to the community!
- John Kuenzi met with the Department of Ag inspector to have the large and small animal scales (stored at K&E Excavating) to be certified. Paid \$200.00 for this service.
- Letxy Molin in-charge of mailing out sponsor(s) advertising invoices of \$250.00 each for a pen or show ring sign display.
- "MCJLA" percentage to retain from the sale will be 5% if sales are over \$500,000.00 and 6% if under that amount. All approved.
- Bank of the Pacific will provide 3-4 bid runners during the (Saturday evening) auction.
- Michael Clonch will be in-charge after the auction to take the chicken and turkeys for load-out.
- Jace Anderson contacted "Wilco" who will donate buyer's plastic bags and use of their big fans for the auction day. A big Thanks to them!

- A pallet of water will be donated by Ferguson's to use on auction day. A big Thanks to them!
- Bill Luthi contacted "Ace" and a quote of \$100.00 to clean all the bleachers at the auction area Saturday morning. All approved of the quote.
- Becky Pineda disused missing animals ear tags and having the supplies needed on hand at final weigh-in. Bill Luthi will be in-charge of this task.
- John Kuenzi presented a "MCJLA" fair week task list guideline for everyone (July 10-13, 2019) Wednesday-Saturday of items that need to be done before, during and after the auction.
- Questions and suggestions regarding the 2019 "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:

1. "MCJLA" Auction Summaries:
  - a) Sale prices were higher in all animals with the exception of the sheep towards the end.
  - b) The "MCJLA" percentage to retain from the sale will be 5% since the auction received over \$500,000.00 in sales.
  - c) Business advertising looked very well and made a good impression for "MCJLA".
  - d) Auction sale ring/bleachers had a better location for the kids entering/exiting with their sale animals and a bigger area for the crew to check-in/out.
  - e) Buyer registration check-in/out went very smoothly with all the computers and printers. Help from all the board members/volunteers with the packets/catalogs, meal tickets, add-on's and runners to the stands went great. Also, Marion County T-Shirts were donated to the buyers by the "Marion County Fair board". A big thanks to everyone's help and a special thank-you to Kimberly Clonch in charge of this!
  - f) A successful number of animals were donated from the auction buyers to the Marion/Polk Food Bank. The Food Bank staff express their appreciation and THANKS to you buyers!!
2. John Kuenzi discussed reaching out to new buyers to participate in next year's auction and presented some ideas.
  - I. E-Mail, mail or hand deliver "MCJLA" Advertisements/Flyers out to more community businesses starting in January and February to promote the Marion County auction sooner.
  - II. Host a meet and greet dinner at a nice vicinity to promote the "MCJLA" program.
  - III. Provide "MCJLA" hats or coffer cups to buyers and have an earlier auction start time.

3. Carol Barham discussed check-in procedure information cards from prior buyers that were provided to her and Letxy Molin for buyers that also included many add-on cards. Kimberly Clonch will check to see if there was a way to remove all the add-on cards to help with less printing and check-in process faster.
4. John Kuenzi suggested that auction kids not give their buyers their thank-you baskets/cards to them that night to help with bleacher room and hauling out issues.
5. John Kuenzi talked about providing a light lunch before the auction and give only the buyers a meal ticket for dinner after the auction. The pros and cons are still tabled.
6. Board proposed to change the auction to a new time: Registration/Dinner 11:00 a.m. – 1:00 p.m. and auction sale starting at 1:00 p.m. The time will provide an earlier time to end auction, buyers to go home sooner and haul-out earlier. All approved.
7. Everyone took part in a discussion about putting all the 4-H and FFA market animals together in their weight classes instead of each club having their own weight classes. This would help with placement of the animal auction numbering. A new “MCJLA” market class (only) system for next year (2020) will include the 4H/FFA animals together. All Approved.
8. Eric Pineda suggested to set-up an animal fund for the last market animals in the auction to help the kids receive a higher price. More discussion about the funds needed.
9. Letxy Molin to be reimbursed for “Auction Crew” T-Shirts bought. Thanks, Letxy for your help with this.

Meeting adjourned at 7:45 p.m.

Next Meeting: September 9, 2019 at 6:00pm, K&E Excavating, 3871 Langley St. Se, Salem, OR 97137

Board President: John Kuenzi

Board Secretary: Carol Barham