

Marion County Junior Livestock Auction

Meeting Minutes
September 9, 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, Justin Brill, Becky Pineda and Dan Vannoy
- Officers: John Kuenzi, Bill Luthi, Letxy Molin and Carol Barham
- Other: Melanie McCabe (Marion County Fair Board Member), Kimberly Clonch (Auction Manager), and visitors: Tracy Gower, Andy and Rebecca Laframboise

Excused or Unexcused Directors/Officers: Michael Clonch and Eric Pineda

Minutes: The minutes for August 5, 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:

- "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 sponsorship signs looked great 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 smoothly with the computers and printer's set-up. Help from all the board members/volunteers with handing out the packets and catalogs, meal tickets, processing add-on's and running paperwork to the stands. 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 overseeing all 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 buyers!!

- 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.
- 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.
- 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.
- 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.
- 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.
- Everyone took part in a discussion about putting all the 4-H and FFA market animals to gather 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.
- 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.
- Letxy Molin to be reimbursed for "Auction Crew" T-Shirts bought. Thanks, Letxy for your help with this.

New Business:

1. 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.
2. 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.
3. 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.

4. 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).
5. 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.
6. 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.
7. 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.
8. 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.
9. 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) |

10. 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.
11. 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.

Meeting adjourned at 7:10 p.m.

Next Meeting: October 7, 2019 at 6:00pm, K&E Excavating, 3871 Langley St. Se, Salem, OR 97137

Board President: John Kuenzi

Board Secretary: Carol Barham

