



## **DOUGLAS COUNTY FAIR BOARD- LIVESTOCK SALE COMMITTEE MEETING**

**WEDNESDAY, JULY 8, 2020 AT 6:30 PM**

**VIRTUAL MEETING VIA WEBEX**

### **AGENDA**

#### **Meeting**

**Attendance:** Ben Alderton, Dean Elliot, Dick Sabulsky, Hayden Schmidt, Kyle Moore, Luanne Lee, Michelle Bartlett, Pam Spradlin, Pat Candelaria, Patti Russell, Phil Riesselman, Sarah Fischer, Sarah Faaborg, Shawn McWhorter and Wes Jacobs.

**Mock Sale:** New date of Wednesday, July 15 at 6:00pm in the Indoor Arena. Michelle will send out an email to all involved to notify them of the change.

**Friday Meeting:** Michelle, Phil, Pat and Pam met last week to pin down details on a few things. Phil asked if Michelle had heard anything else from LiveAuctions.TV about their software developments. At this time, the clerking portion of their software has not been fully developed, so the committee will still need to help with the clerking side of things this year. Pat explained that LiveAuctions.TV will check in buyers and run the sale on their on their computers and system. We will have people fill out our paperwork just like our normal sale. Our side of the sale will be all paper. LiveAuctions.TV is not able to do add-ons on their system, our clerks will do add-ons and collect payments at the clerking stations. On Saturday, the sale will be entered in ShoWorks by the clerks. Pat, Pam and Phil have put names to each volunteer position.

Sarah will still need to get FFA to be runners this year.

Wes asked how the online buyers will work if it is an all paper sale. Pat clarified that it will be the same as if the buyer was in person, there will still be a paper for that buyer, it will just have the online buyers name.

Unfortunately, LiveAuctions.TV was not able to use our current buyer numbers. Please inform everyone you know that this is temporary for this year only and they will have their normal numbers back next year.

The map that was created at the Indoor Arena walk through meeting will have to be adjusted now because there will be no buyers on the floor, only in the stands.

Michelle gave an update that we are still only allowed 175 people in the stands.

Pam asked if we need stanchions to help organize the check-in station. This will help to social distance and organize everyone.

Pat asked Patti to help write the bill of sale forms before the sale.

**List of Volunteers:** All Volunteers have been contacted and said yes. All volunteers will be invited to the mock sale so that they understand all the working pieces of the sale in the new venue.

**Sale List Creation:** Pat and Wes will need to figure out how to get the sale list created to let the kids know who needs to come back for the sale on Thursday. All placings besides beef and poultry will be available to put together before this time besides kids who have multiple species.

### **Hybrid Sale**

**All paper sale:** Everything will be done via a paper sale this year. The only thing that will be online will be the LiveAuctions.TV portion of the sale.

**LiveAuctions.TV:** Registration will start at 5:30pm after the mandatory sale meeting. LiveAuctions.TV will handle the registration process. They will be bringing three people to help check people in and then do the online sale. The committee is concerned about the amount of people who will be checking in at one time. They were also concerned that people will come down to the sale with out registering ahead of time.

The LiveAuctions.TV people are unable to come to the mock sale because they are from out of state. They will be here the day before the sale.

**Add-Ons:** There will be add-on forms available on the floor for the 4-H families. They will still need to register ahead of time, just as an online buyer would.

### **No Market Floor**

### **No Buy Back Sale**

**BBQ – Flying Horse Catering Quote:** Flying Horse Catering was one option of a quote we received for \$10.50 per person. Wes moved to accept the quote, Phil seconded. Pat shared the menu options.

**Hats:** Hats are in production and will be here in time for the sale. The buyers will pick up their hats when they check out with the clerks. If online buyers would like a hat, they can contact the Fair Office to pick up the hat.

**Plaques & Pictures:** The photographer, Kenzie Hammers, will be on grounds on Friday morning to take pictures of all the sale animals. The pictures will be printed directly after. Pat asked that the photos be labeled so it is easier to know which kid is which. We will need a few volunteers from the committee to stuff plaques. These will be given out when the buyer signs the bill of sale.

Michelle asked for volunteers from the committee to help write up a statement to send out to the 4-H families to give them an update on the sale. A few things to highlight would be that they need to register ahead of time as a buyer even if they plan on just doing add-ons, and the 4-H exhibitors need to bring their own buyers as

there are no guarantees that people will show up in a normal year. Pat, Sarah and Wes volunteered to help.

The question was asked if halfway through the sale a lot of buyers leave, can we allow more in. At this time, it is the same 175 people that registered at the beginning.

All the forms are with the printer right now. Pam asked the committee if it was okay to make the add-on form a full page instead of a half page. Pat agreed and asked to have the full payment information on the form as well. John asked if the two-part forms could say "this is a receipt". Pam said no problem.

Aspen Edge volunteered to sing the National Anthem.

**Cowboys After Hours:** Michelle heard back from Amy Sherman and at this time, she has not received any sponsorships to come to the sale in person. We are hoping that they all buy as a group online if they are not coming in person. They are not meeting in Highlands Ranch ahead of time like normal because of COVID-19.

This is another reason to encourage kids to bring their own buyers. Pam will try to get this in the Thursday blast. This should be something that applies to not just this year, but every year.

There is a possibility that not all animals will sell this year, we need to be prepared for this.

**Marketing to Buyers** - The tri-fold brochure was sent to the graphic designer for updates. They will also be creating an eblast format to send out via email. Michelle will let committee know when this is available. This will go out to the buyers that we have emails for, otherwise the brochures will be mailed out. Michelle has sent out an email and mailing to all past buyers to let them know that more information is coming soon. Any buyers that we did not know their email address, we asked them to email us if they would like us to email them more information.

Please advertise 175 bodies not 175 buyers in the stands.

Luanne asked the clarifying question if a 4-H exhibitor does not want to sell their animal, are they able to not sell it at the sale. Phil reminded everyone that yes, that is an option if the animal is not Champion or Reserve.

Shawn asked what the committee was going to do if the Grand or Reserve lambs and goats don't sell. Phil reiterated that this could happen, but we need to encourage the kids to bring their own buyers. Also, a reminder that the animals could see for below market floor.

Phil did want to remind the committee that he has heard that the online 4-H Livestock Sales have been doing better than the normal in person sales. Hopefully that is the case with ours as well.

**After the Sale - Saturday:**

Buyer hold animals will pick up their animals from 9am-12pm. Christy will be taking all the poultry to Simla on Saturday. Pat will need to provide her with a shipping list before she

can leave to take the animals to the packing plant. Michelle asked that a member of the sale committee could be down at the poultry barn to make sure she has the list and the correct birds get out. Phil volunteered to be down at the barn to help Christy.

Denise with Castle Rock Florist is still going to donate flowers without any compensation.

IT secured the video board vendor and that is all set to go.

**Mandatory Sale meeting in the indoor arena at 5pm.**

**Next Meeting:**

September 9, 2020

**Comments:**