



DOUGLAS COUNTY FAIR BOARD- LIVESTOCK SALE COMMITTEE MEETING

WEDNESDAY, AUGUST 12, 2020 AT 6:30 PM

EVENTS CENTER CONFERENCE ROOMS

AGENDA

Meeting

Attendance: Phil Riesselman, Ben Alderton, Pat Candelaria, Kyle Moore, Luanne Lee, Patti Russell, Sarah Fischer, Pam Spradlin, Michelle Bartlett, John Holst, Tammy Newman.

Sale Numbers:

Number of Animals: 120
Sale Total: \$400,845.00
Sale: \$287,100.00
Add-Ons: \$113,745.00
In Person: \$294,375.00
Online: \$106,470.00

Staff Report: Michelle just thanked everyone for their hard work. Everything went well and we learned a lot that we may be able to implement in the future.

Feedback on This Year:

Things that worked well:

Phil thought the sale went well and thanked everyone for their hard work. There were no problems with buyer holds, but the market animals did get picked up a little early. Phil had a family that was upset about this because their kid did not get to say goodbye to his animal. Phil talked to them and got the situation fixed.

Pat had a suggestion for next year to space out when buyer holds arrived, the brand inspector was on grounds and when the poultry left for the packing plant. Phil assured the committee that if we are in the same situation with restrictions again, we will space things out. One issue was that Simla locker plant needed the poultry right away on Saturday so that they could clean the plant after all the birds went through; that was why there was so much pressure to get the poultry to the plant.

Packing plants are already asking for next year's dates because they are so busy. Michelle informed the committee that next year's Fair dates are July 31 – August 8, 2021.

The auctioneers were great this year. Pete especially; he gave extra commentary on the seniors. Bill Serrell offered suggestions of other auctioneers if we need them.

Pat thought the clerking side of the sale went well, but if we had to do it all over, she would prefer computers the night of the sale to enter everything in instead of the next day. Everything went smooth considering. She thought that the royalty did a great job as runners. She also felt that allowing alcohol for the buyers helped to increase bids.

Pam felt everything went smooth and loved working with Laurie Banister.

The committee all agreed that the flowers were beautiful; Denise did a great job.

Things that didn't work well:

Some buyers were complaining about the sale being delayed online. Pat thought that this was most likely a problem with their home network, not the auction company. The auctioneers were trying to give plenty of time to make sure everyone had time to bid.

Phil did not like the energy in the Indoor Arena. He feels that the Pavilion is full of energy and that it is important to recognize this to help bolster add-on purchases.

LiveAuctions.TV was confused on their roles even though they were told several times. There were several things that the company promised they would be able to do and were unable to fulfill those promises. Their computer went down in the middle of the sale and took a while to get back up and running. The auctioneers did a great job of keeping things going while they figured things out.

There were complaints that the Large Animal Barn speaker were too loud. Luanne clarified that the staff was asked to turn the volume up.

The committee was surprised at how late the sale went this year. Everyone figured with no buy back sale that the sale would have been over quicker. Phil agreed and thought that there were too many announcements at the beginning of the sale.

One comment Michelle has received a lot in reconciling the sale is if we can take online payments. Tammy will investigate this for the Fair Foundation and see about possibly using PayPal. This shouldn't cost anything extra and can come out of the 3% fee charged on credit cards already.

The 6% commission collected did not cover the sale this year.

Deer Trail Custom Cuts had to re-route animals after they were picked up because they didn't have room.

Online Option for 2021: The committee was not happy with LiveAuctions.TV. They are also concerned with the extra expense of the online sale for this year. The committee would like to see what platforms other counties used for their online sales. Michelle can reach out to the other Fairs to see what programs they used.

Michelle asked the committee to look at other options and bring them to the next meeting. Fair Entry is being looked at for all of Show Management including entries. This could be a viable option to use for the sale as well depending on its capabilities this year. The

committee liked the online option for add-ons and would consider using the online portion for add-ons only.

Add-Ons: Next year, the committee would like to do add-ons both online and in person. It could be an option to leave the add-ons up longer than the sale, potentially before or after.

Location: Phil prefers having the sale in the Pavilion as it was a lot of logistics to figure out how to have it in the Indoor Arena. It would be nice to have a space somewhere in between the two. If we must have the sale in the Indoor Arena again, there will have to be no rodeo on Friday night. It is just too much going on if not. The energy would be much different if we could have everyone in the Indoor Arena. A new show/sale ring would be the next capital improvement the committee would ask for.

Volunteers: The committee agreed that there were too many volunteers except for on tear down day. Yellow shirt volunteers have always been there to help in the past. The committee would like this in the future.

Tammy talked to other members on the Fair Foundation and they would like to know how to help with a volunteer coordinator.

Phil thought that there were too many spotters, next time would only have three. Some volunteers were busy, and others were bored. Patti felt that some of the volunteers lost interest if they were not busy.

Video Board: The committee thought the video board worked well but would like to send it out to bid for 2021. The board looked nice, but it would have been nice to have last bid number on it as well.

Reconciliation: Pam and Michelle entered everything into ShoWorks the week after the sale this year. The process went very smooth. Pam has offered to help a lot with ShoWorks and would be very willing to help in the future. John, Nick and Sarah have also offered to help. Pat expressed that it is sometimes not helpful for more than one person to help with the same job. Phil asked her to please train everyone so not just one person has the knowledge.

Paper Sale: Since the paper sale was so much easier to reconcile, Michelle asked the committee what they thought of doing a paper sale in the future. Phil liked the idea. Kyle agreed, if you had all the critical information put in the computer on Friday night. The only thing that is hard is if a paper does not get into the correct folders. The key thing is the animal destinations.

It was recommended for the clerks to focus on entering all animals in ShoWorks correctly first and not worry about add-ons until the next day.

The committee received no complaints that there were no printed receipts this year. The adding machine tapes were very helpful.

ShoWorks vs Other Platforms: The committee agreed that it makes sense for the sale committee to use whatever platform Show Management uses.

Cowboys After Hours: We received nothing but compliments from them. Three different companies donate to every single kid. They were very pleased and are very excited for 2021.

Next Meeting:

September 9, 2020

Comments: