



Buyers' Guide & Information

Registration
Add On's
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Auctioneer

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BIDS, ADD-ONS AND BUYER REGISTRATION

Buyer registration and add on's will be available virtually via cell phone, computer, tablet, or other handheld devices. All animal sales will be conducted in person, live at the Santa Maria Fairpark. The following will be sold in person with the option to do add on's after the sale online:

- Market Steers
- Market Sheep
- Market Goats
- Meat Rabbits
- Market Hogs
- Market Turkeys
- Market Broilers
- Replacement Heifers
- Industrial Art Projects

BUYER PRE-REGISTRATION

Buyer Pre-Registration can be found online here: <https://stbarb.fairwire.com/buyerlogon.aspx>

We highly encourage buyers to preregister!

Information you will need to provide when pre-registering as a buyer for the sale and virtual add on program.

- Buyer Name
- Buyer Contact
- Buyer Mailing Address, City, State and Zip Code
- Buyer Cell/Mobile Phone Number
- Buyer email address
- Credit Card Number- this card will only be charged if a buyer does not pay their invoice for purchases.

IMPORTANT: Before selecting CONTINUE when completing the registration form, please review that the phone number entered is a cell/mobile number (NOT A LANDLINE) and your email address are both correct, as this is how we will contact you during and after the sale.

ADD ON BUYER LOGIN

After all sales are complete the Santa Barbara County Fair will open up our Add on platform for buyers to Add on to exhibitor projects. This direct link will be on our website and emailed to all registered buyers starting July 16th at 5PM. Add on's will be open until July 23rd at 5PM

- Select Log-In at the top right corner of the screen.
- Search for your name in the drop-down list.
- Select Request Code to receive a 4-digit security code via text.
- Enter that code in the box below your name.
- Enter the code you gain access into the auction site. This code is your bidding password for the auction and will be used throughout the auction.

Not yet registered?

- Click Register New Buyer
- Complete the form (information requested is the same as for pre-registration)
- A text message will be sent to you with a unique 4-digit code
- Enter that code to gain access into the auction site. This code is your bidding password for the auction and will be used throughout the auction.

ADD ON BIDDING PROCESS

Once the buyer is logged in, the auction screen will be visible and the auction animals will be shown by lot number. Buyers can filter their view by clicking the icon at the top left corner of their screen.

Filter options:

- Division: (drop down menu will show all divisions for selection)
- Club: (drop down menu will show all clubs for selection)
- Exhibitors Name: (drop down menu will show all exhibitor names for selection)

OPENING BIDS AND BID INCREMENTS

Add On's can be placed for any amount to any exhibitor the minimum amount for an add on it \$100.00.

AUCTION AND PAYMENT PROCESS

All invoices to the fair are due no later than 30 days after invoicing. After 30 days buyers credit cards on file will be subject to charge if we have not received payment. Payments will be accepted in person during all sales in the auction office and after the fair in the main office. All buyers will receive invoices via email and mail after the close of Add ons- July 24th, 2023. Invoices will be sent starting July 26th and will be due in full on or before August 25th, 2023. Invoices left unpaid will be subject to late fees as seen fit by the fair.

Credit Card

- Visa/ MasterCard- 2% credit card processing fee will be applied when processing payment
- American Express- 4% credit card processing fee will be applied when processing payment

Checks- Made payable to the Santa Barbara County Fair for the invoice amount only

Cash- Can be dropped off at the auction office on Sunday July 16th

Add on Payments- Can be made immediately following placing add on's using our add on site.

PROCESSOR, CUT & WRAP INFORMATION

Market Steers

Old Fashion County Butcher Santa Paula Ca (805-933-3968)

kentshort.ofcb@yahoo.com

Cattle \$1.55/lb hanging weight **All Market Steers**

Market Hogs

Buyers may not get their first choice of butcher shop as many have capacity limits. If a locker is full the buyer will be notified that their purchase is being redirected to a different locker.

Freedom Meat Locker 160 Hi Grade Lane, Freedom, Ca

Freedommeatlockers@gmail.com **No Capacity Limit**

Delivery back to the fair for pickup, Sunday August 13th @ 1:00pm. \$600 per Hog includes cut and wrap and delivery back to fairgrounds.

J&R Natural Meats and Sausage Paso Robles Ca (805-674-9232)

info@jrmeats.com **Capacity 100 Hogs**

Swine Cut & Wrap \$2.00lb of Carcass weight.

Rancho Sestero Meat Cutting, Nipomo Ca (805-286-8240)

clintoneighmy88@gmail.com **Capacity 60 Hogs**

Swine Cut & Wrap \$1.95lb of Carcass weight.

Shadow Creek Farms INC Solvang, Ca (805-350-0097)

shadowcreeks@hotmail.com **Capacity 50 Hogs**

Swine Cut & Wrap 1.95lb of Carcass weight.

Market Lambs & Goats, & Small Animals

Creston Valley Meats, Creston Ca (805-286-7533)

crestonmeatsworker@gmail.com

Delivery TBD location in Santa Maria. Buyers will be notified.

Lambs/Goats \$300.00/animal, Turkeys \$30.00/bird, Broilers \$10.00/Bird, Rabbits \$8.00/Rabbit

ADDITIONAL INFORMATION

BREAK EVEN POINT FOR EXHIBITORS

BREAK EVEN	BEEF	SWINE	LAMBS	GOATS	RABBITS
COST OF ANIMAL	2000	500	550	500	25
FEED COST	1500	395	300	250	30
MISC EXPENSES	395	115	100	100	50
TOTAL - BREAK EVEN	\$3,995	\$1,005	\$950	\$850	\$105
AVERAGE MONTHS OWNED AND MANAGED	9 MONTHS	4 MONTHS	4 MONTHS	4 MONTHS	45 DAYS

If you are wondering how you can best help these exhibitors have a year without tremendous economic loss, consider the data above for our livestock projects. This is an average of the capital investment that exhibitors put into their project each year. Keep in mind that these are just their expenses and do not include the hours that are put into the project.