

A SELL-A-BRATION OF CHAMPIONS

2024 YOUTH MARKET AUCTION BUYER'S HANDBOOK



PRESENTS



south florida
FAIRSM

Sell-a-Bration
Youth Market Auction



LIVESTOCK AUCTION

(HOW THE SOUTH FLORIDA FAIR'S SELL-A-BRATION OF CHAMPIONS YOUTH MARKET AUCTION WORKS)

The highlight of the market program for the youth exhibitors at the South Florida Fair is the Sell-a-Bration of Champions Youth Market Auction on the first Saturday of the Fair. Countless hours have been spent feeding, training, conditioning, and grooming animals for this event. The ultimate reward of rearing any livestock is the price garnered at the auction. The Fair's auction is the market for our youth exhibitors participating in the program. All the animals crossing the auction block are raised with the utmost care and attention.

The success of this event is determined not only by exhibitors, but by the participation and enthusiasm of the supporters purchasing animals at this terminal market auction. The South Florida Fair always welcomes new buyers to support our exhibitors. Purchasing an animal through the Fair is a win-win for the exhibitor and the supporters. Market Program participants learn life and business skills, and the purchaser benefits from excellent cuts of meat, or fresh eggs.

The following summary, followed by some Frequently Asked Questions, provides insight to help new buyers get started.

PREPARING FOR THE SELL-A-BRATION OF CHAMPIONS YOUTH MARKET AUCTION

- Exhibitors between the ages of 8-18 years old (steers, hogs and goats), can participate in the Market Livestock Program at the South Florida Fair. The pullet project is a separate program for exhibitors ages 5-18 years old.
- All exhibitors must follow the rules and guidelines outlined in the South Florida Fair's Premium Book.
- All youth exhibitors must have completed the Youth Ethics Workshop within the last three years.
- Upon arrival to the Fair, all animals are inspected by State Agriculture Inspectors and/or veterinarians.
- All market animals have the South Florida Fair's official ear tag and have met the required weight standards.
- All participants must have completed a Youth Market Record Book focusing on their project experiences, expenses and revenues.

The youth exhibitors make an initial cash investment in their market project animals whether steers, hogs or goats. They work hard throughout many months to shelter, feed, train, and care for their investment, while learning essential business and marketing skills, in addition to their husbandry responsibilities.



HOW DOES THE AUCTION WORK?

The terminal steer, hog and goat auction is held on the first Saturday of the South Florida Fair. If this is your first-time bidding at the Fair, please complete a registration form and receive a bidder's packet at the auction entrance on the day of the event. In the packet is a paddle with an assigned buyer number, along with the list of sale animals. The list consists of: the animal (lot) number, seller's name, show placing and final weight. As the animals are brought out into the ring, the auctioneer will announce the price of the animal per head. All poultry projects will be sold in groups of three and are not considered a terminal project.

To bid on an animal on-site, hold up your paddle until one of the auctioneers recognizes your bid. If you are the winning bidder, keep track of the animal number and price. At checkout, buyers are given a card for each animal purchased. On the card, designate what you intend to do with the animal:

- Have it processed and pick-up your meat at the South Florida Fair;
- Donate the processed meat to your favorite charity (processing fees may apply); or
- Rail it. This choice is explained in the FAQ section.

THE DAY OF THE AUCTION

Plan to arrive early as there is a VIP reception before the auction. Those who purchased an animal previously will receive entry tickets, reception tickets and a parking pass in the mail, compliments of the Fair. For our prospective buyers, the South Florida Fair provides tickets to the auction and a complimentary parking pass in our designated buyers' lot. Prospective bidders are welcome to enjoy the VIP reception, and those that would like to attend can purchase a ticket at the door.

The Sell-a-Bration of Champions Youth Market Auction Reception begins at 2 p.m. with the first animal going across the auction block at 3 p.m. Steers lead off the terminal market auction, followed by pullets, then market hogs, and finishing with goats. Seating for buyers is available on the auction floor.



FAQS

(FREQUENTLY ASKED QUESTIONS)

WHAT IS THE AUCTIONEER SAYING?

The auctioneer announces the price of the animal per head. Pullets will be auctioned off in groups of three for the purchase price.

WHEN AND HOW DO I PAY?

Payment is due at the auction by cash, credit card, or check. Attendants at the cashier's table are available to take your payment and explain your purchase to you.

WHAT DOES 'LOT' MEAN?

During the Fair, the animals will be judged against each other and ranked in order of conformation. The closer the animal conforms to ideal standards, the higher the ranking, and in turn the lower the selling order (lot number). The top two animals in each of the species are Grand Champion and Reserve Champion.

IS THERE A DIFFERENCE IN THE FIRST PLACE AND LAST PLACE ANIMAL?

All of the animals sold are of excellent quality - each being raised with the utmost care and attention.

HOW DO I GET THE PROCESSED MEAT HOME?

This is a terminal market show and auction, so all steers, hogs and goats - excluding the pullets - are processed for meat. Buyers will be notified when the processed meat is ready for pick-up at the South Florida Fairgrounds, usually two to three weeks following the Fair. Pullet buyers must take their birds following the auction. Transport cages will be provided by the exhibitors.

WHERE DOES THE MONEY GO?

The purchase amount, minus 5 percent, goes back to the youth who raised the project. The money is normally used to purchase next year's project animal, as well as pay future costs. The 5 percent pays for auction and operational expenses and advertising.

IS THERE A DIFFERENCE IN TASTE?

There is typically a significant difference between the meat sold at the auction versus cuts purchased in a store. Due to the animal's high-quality diet and care, the meat is often much richer and more flavorful.

I DON'T KNOW ANYTHING ABOUT 'TYPES OF MEAT CUTS?

Once the animal is purchased, the buyer chooses the meat cuts. If buyers need additional assistance, the processor can advise on how to "process" it. Contact the processor by the Monday following the auction to get options.

I WANT BEEF, PORK OR GOAT MEAT, BUT I CAN'T AFFORD A WHOLE ONE

Often, two or more families join together to purchase one animal. Talk to the processor on how to have the meat divided evenly.

IS THE COST OF PROCESSING THE MEAT INCLUDED IN THE AUCTION?

No, the processing costs are separate. Contact the processor directly for cut, wrapping and freezing.

WHAT PERCENT OF THE ANIMAL IS ACTUAL MEAT?

Approximately 62 percent of a steer, 74 percent of a hog and 60 percent of a goat.

- A 1250 pound steer yields approximately 775 pounds of meat
- A 250 pound hog yields approximately 186 pounds of meat
- A 125 pound goat yields approximately 75 pound of meat

WHAT WOULD THIS MEAT COST IN A GROCERY STORE?

Once the animal is processed, if the same cuts of meat are purchased in a grocery, expect to pay:

- The 775 pounds from a steer would average about \$7.50/pound
- The 250 pounds from a hog would average close to \$5.75/pound
- The 75 pounds from a goat would average close to \$2.45/pound

CAN A COMPANY OR BUSINESS PURCHASE AN ANIMAL?

Absolutely! Each year, farms, financial institutions, construction companies, grocery stores, insurance companies, home builders, and realtors purchase animals at the auction. We welcome and encourage everyone to participate.

WHAT DOES A COMPANY DO WITH THE ANIMALS?

Companies have several options once the animal is purchased, including, but are not limited to:

- Distribute the processed meat to company employees;
- Have the meat processed and sent to a caterer for a company picnic;
- Have the meat processed and sent to a charitable organization (i.e., women's shelter, food bank).

IS IT TAX DEDUCTIBLE?

In most cases there are tax advantages, but everyone's situation is different. Consult your tax advisor.

I DIDN'T WIN ANY BIDS, BUT I STILL WANT TO PURCHASE - WHAT CAN I DO?

After the auction, talk with a sale committee member to see if other animals are available at an upcoming auction. Often, youth market exhibitors have two or more animals to show at other nearby fairs, but can only enter one of that particular species in the auction. These additional animals are often available within a few weeks following the South Florida Fair.

I WANT TO CONTRIBUTE, BUT I DON'T WANT THE MEAT

A few suggestions are:

- Have the meat processed and sent to a charitable organization (i.e., women's shelter, food bank);
- Indicate the animal is to go to "Rail"; or
- Add-on monies to be paid to the exhibitor(s)

WHAT IS 'RAIL?'

When a buyer doesn't want the meat and doesn't want to have it processed for donation, they can "rail" the meat, meaning the processor buys it at a pre-determined price per pound. The rail price per pound is subtracted from what the buyer pays, i.e.:

- 1000 pound steer bids up to and sells for \$8000.00
- Set rail price for steers is \$1.38 per pound = \$1380.00

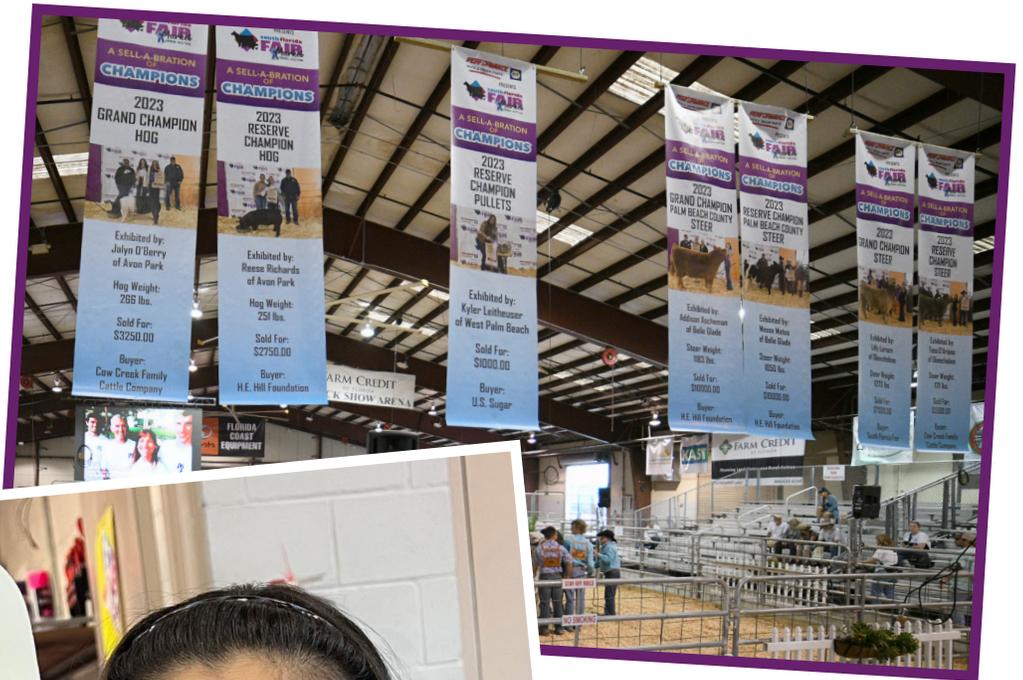
Buyer pays: \$6,620.00

Processor pays: \$1,380.00

Total: \$8,000.00

For more information about the auction, or to register as a bidder, please e-mail the Fair's AGriBusiness Department at paige@southfloridafair.com.





THANK YOU TO OUR 2023 AUCTION BUYERS AND SUPPORTERS!



Ag Power Solutions • Alderman Farms • Allied Welding • American Concrete
Area 1 Racing • Ava Johnson • BFT Development • BSM & Assoc Land Surveying
Capling Leveling • Cardin Flooring • Centerline Plumbing of the Treasure Coast
Chosen Ag Bubba McNeil • Complete Clearing Connection • Cow Creek Family Cattle Co
Danny Drawdy • Diamond Mechanical • East Coast Tinting & Design • East Gate Farms
Everglades Equipment Group • Extreme Machining Corp • Fast Action Fencing
Fast Break Bait & Tackle • First Bank • Florida Environmental Services
Florida Rice Growers • Georgia Crate • H.E. Hill Foundation • Helena Chemical
Hugh Branch Produce • Integ-Crete Construction • Jarrett Lang • JMA Electric
Kast Construction • King Ranch • Liam Berry • Lodge Box Developments
Long Hammock Grove • Loving Care Young Achievers • Maximus Security Services
McNeill Labor Management • Michael Hawthorne • No Worries Property Maintenance
North Shore Cattle Auction • NutrienAG • Oakley Transport • Percy Family Farms
Performance NAPA • Pioneer Growers • Precision Land Management • Publix Supermarkets
Red Barn Feed & Supply • Ricky Coons • Roger Gates • Rogers General Contracting
Sake LLC • Seminole Tribe of FL / Brighton Community • Seminole Tribe of FL Brighton Board
Shannon Dowler • Shannon Vieths • South Florida Fair • Spurlock Adventures
Star Farms Corp. • Thomas Ferguson • TKM Bengard Produce
Town & Country Feed and Supply • Tri-Est Fumigation • Triple E Equipment
Tropical Land Design • US Sugar • Wedgworth Farms • WR Properties

SOUTH FLORIDA FAIR & PALM BEACH COUNTY EXPOSITIONS, INC.
9067 SOUTHERN BLVD., WEST PALM BEACH, FL 33411
PHONE: 561.793.0333 | FAX: 561.790.5246
SOUTHFLORIDAFAIR.COM