

Lynden Junior Livestock Sales Committee Mtg. 2/13/08

Pre-meeting discussion

Fair entry costs per head per exhibitor with no admission charge at NWWF proposed for future.

Information presented by Todd from his conversation with Jim Barron

Meeting to order at 7:02 pm Wednesday

Welcome and desert description provided by Gerrit

Secretary speed read minutes from our last meeting on 6/21/07, motion was made by John to approve minutes and seconded by Doug.

- Finance committee report: Treasurer handed out detailed yearly Finance budget report for discussion. IRS non-profit tax filing completed for the last 3 years. This years IRS filing is completed also. Accountant costs were due to this filing, and a charge was made for each year that taxes were not filed. The accountant will be appealing for our late filing, to avoid fines. An annual cost of \$350 will be charged by the accountant for filing with the IRS. There was a discussion and review of expenses and income. The budget is kept on the Quick-books program. The balance between Show works and Quick books was good with tracking.
- Show works has a \$350/year service fee for immediate tech support and updates by phone and email. Without this service contract support would be provided on a 2 day basis. Discussion ensued in regards to what this service provides. It was presented that if the Show works Committee wanted the service contract they should be able to decide. This discussion included Tina, Tanya, Gerrit, and Todd. There was no further discussion on this issue and the contracted service will continue this year.
- Tanya indicated we spent about \$700 out of the treasury funds .PR costs were smaller. One bidder that purchased an animal did not pay so we were left with that amount on the books. Bank charges were for credit card fees which were billed to the buyer. Commission was a negative number because of chicken and rabbit kids not being charged automatically. It was charged manually. A few checks were not cashed. Financial Summary by Show works. Analysis of 4H and FFA sales by specie were separated out. FFA sales were almost double of that by 4H. Different marketing techniques are used by each group. Commission can be decided after sale preliminaries are done each year to keep them as low as possible. Usually about \$7000 is needed per year. Net worth \$7256.16
- PR Committee report: Students need to do more PR work. There were recommendations for posting of safety signs in the swine barn area and alleyways for weigh in and sale day. Letters will be mailed to past buyers, and there will be posters and ads in Bellingham Herald. There was discussion regarding positive aspects of Herald advertising. New letter to be generated to 4H to give ideas for

contacts, example letter, paper-work in on time, contracts signed. This letter will address all requirements for the sale. Radio announcements by 4H and FFA members will be checked on by Rhonda. Rates and opportunities will be examined. Tri Fold Boards to be put up at the Youth Fair and at auction time for information. Improve layout and esthetics of the sale buyer area. The tables, information boards to be more "user" friendly, attractive, and efficient. Set up of this are to be more organized, for a smoother operation. Some new signs might be used. Trish will be checking prices. There was discussion in regards to using the fair web site for advertising. Idea declined. There will be designated help only at the fair for buyer registration, add on's, etc.; This is to include any activity at our check in area where pr skills are needed. Different color of food coupons needed this year. Date put on coupons in large letters. Take Mt. Baker off of food tickets, each food booth will know which coupons are eligible.

- Show works Committee report: Clean up of program to show buyer on screen at time of auction. The data that was entered last year for buyers and students is now historical and will not need to be entered again. There should be more fine tuning this year.
- Recap of sale: No meeting in fall because only 4 people wanted to meet Gerrit's perspective of our organizational structure is that he appreciates committee oriented meetings. Tanya was recognized for her many hours and efforts of perseverance through problems. All went well with sale. Lots of extra hours were still put in, but not as many as in previous years. Tina and Suzie also put in lots of hours before the sale, during and after to make our sale data entry accurate and to meet the needs we had. Tina has a 6 page list of things to do and not do this year with sale data entry.
- Social Sec number issues: Students who make more than \$600 have to submit their Soc. Sec. number by law for the 1099 form. There is no good way to do this. FFA advisors have no options to do this legally in the school system. Acquisition of Soc .Sec. numbers will remain on a personal contact basis at fair time
- Setup smaller show ring pens: It was decided no bigger, no smaller. Identification of Auction animal being sold with the 2 ring system. Use arrow on counter to point which animal is up or a sign for auctioneer to have. Kids to have a sign to designate? It was decided to not involve auctioneer. There are still problems with public in barns. Signage may help
- During Sale FFA kids helping with swine allowed. There is a need for older, bigger kids to help. FFA advisors that are not active during sale are doing behind the scene things. Have a positive attitude about FFA and the sale. Ag teachers have different role than 4H. Set up time at fair and after hours work by all. Everyone does a job and all work together.

New Business:

- Tags: Tagging will be done by FFA advisors and 4H leaders by arrangement.

- FFA pigs and sheep will be tagged by June 13th Friday. 4H last tag date for tagging swine and sheep is Thursday June 12th at the Everson Auction Yard from 5-7pm. Last day tagging date for FFA and 4H Steers is April 12th Saturday. Tagging with advisors and leaders in a mutual confidence based system for integrity. ALL FFA and 4H TAGGING SHEETS to be mailed to Show Works committee person Tina Harmer for data.
- Rules update: Motion made by Todd for swine market weight to rise to 290# to keep with industry standards. This was seconded by John Grubbs. Discussion followed for weights in Midwest and Marysville. Also swine pen space, and animal numbers per pen were discussed. Motioned was voted on and unanimously approved. Meat goat weight did not seem to have problems, so remains unchanged at this point. Can get an opinion and see what Puget Sound Show weight limit is. Discussed use of LJLSC Web-site to download add on forms. Not at this time.
- Update site for last tagging dates. Weigh in time at 9am and 1pm market auction sale time on Friday. Weigh in start on south wall again for swine. On Monday at the fair at 8:30am exhibitors meeting for FFA members.
- Social Sec. Numbers process and problems discussed again. Need for numbers for 1099's and school districts limitations for allowing collection. IRS requires it for more than \$600 with a non profit organization. Lap tops are not on line for security reasons. Each individual can turn in their own social security number. The only communication with these numbers is via Tina. 120 kids made more than \$600 last year and fell under this process. Leaders and advisor need to know rules and so do kids and parents. Notification of how soc sec and check coordinate with ShowWorks Committee. It is logical to get those numbers at fair time. Could be mentioned at exhibitor meeting.
- New screen for projecting sales at auction done. Doug will contact Jim Barron about a screen for auction and decision will be made later. Edward Elfeson from Ferndale FFA might build screen.
- Discussion of 4H Market Livestock Record Sheet and 4H record book:GW made proposal: In order to separate the handling of the record book and the market record sheet a proposal was made to have the students have a copy of their market record sheet kept and to be handed in at weigh in. This would keep the 4H record book issues separate from the sale. The market record sheet would have to be up to date until fair. 4H Superintendents for Swine, Sheep, Beef, and Record Books would be notified as would the extension office. A mandatory 4H parent and student market exhibitor meeting was discussed to relay this and pertinent sales information. This would take place in June.

□□□□ Election of new officers and board. Old board members list was reviewed6 FFA and 6 4H is a representation of the board2\$ dues were collected from the board and members.

□□□□ New Officers for 2008 were discussed All existing officers will stay on unless someone would like one of the jobs. Nominations for VP were suggested. Mitch will replace Rhonda.

□□□□ Officers for 2008

President Gerrit VanWeerdhuizen

Vice President Mitch Davis

Treasurer Tanya Dostal

Secretary Georgana Webster

□□□□ Members for 2008

Todd Rightmire

Stacy Thonsdahl

John Grubbs

Mitch Davis

Georgana Webster

Mark Harting

Lori Blunt

Gerrit VanWeerdhuizen

Roy George

Glorene George

Tina Harmer

Tanya Dostal

Doug Stuit

Suzie Reynolds

Trish Lepper

Tamara Whitcom

David Wight

Hugh Wight

Mike Smith

Jeanie Smith

Meeting was adjourned at 8:45pm

Please note: Time was not given at this meeting for these announcements/discussion.

Sheep superintendents have set new market sheep weights.

They are 100-150# with a 5# variance.

Last year there were some 85# market lambs in the sale which are not representative of the industry standards.

4H tagging dates are also set and now included in the previous related paragraphs on page 1 and 2 of the minutes. All steer tagging date adjusted to 4/13 end. 4/5-4/13 to go with spring break.

The swine and sheep changes will be relayed to Leslie Anderson at the fair office.
Along with adjustments to 4H market livestock record current sheet being accepted at weigh in. And minor wording changes regarding dates and times.
***Please submit corrections to the minutes asap