

Lynden Junior Livestock Sales Committee Meeting 3/18/10

Greetings & Introductions: President Gerrit VanWeerdhuizen

Meeting Called to Order @7:07PM

Present: Todd Rightmire, Lorie Blunt, John Grubbs, Rhonda Juergens, Tamara Whitcomb, Stacy Tronsdal, Christy Douge, Tanya Dostal, Gerrit P. VanWeerdhuizen, Ray George, Glorene George, Mark Harting, David Wight, Hugh Wight, Georgana Webster and after adjournment Mitch Davis.

Secretary-Georgana Webster- Minutes read from last meeting on 7/29/09

Minutes were accepted and approved as read

Treasurers Report: Tanya Dostal - Financial Summary including Actual Income and Expenses, Sales Results, Financial Summary Detail, and the Finance Committee updates. A 5 page document was handed out that detailed the above. Discussion followed.

Sales committee is not in a position to have a larger floating balance at this time. A smaller floating balance could occur at time of sale and an adjustment in commission could have to be made.

Discussion of Financial Summary and details of last year's expenses. "Add On", not paid, also some larger outstanding auction sale purchase was paid at the last of the year.

This sale could be tougher than last years. Add on support increases each year. Numbers of smaller dollar amounts are increasing. There were \$60,000 from Add Ons, and \$90,000 from direct sales. Everything is balanced.

At the auction Christy Douge, Kristy Harting, and possible Mrs. Rightmire will help the Finance committee with data entry, etc;. Tina will be available Friday to help also with the sale data entry.

Old Business:

August Sale- Sale logistics, set up, tear down, loading, specie separation, weigh in, etc; positives and negatives were discussed.

Set up and tear down went well. We used all the panels that were available. There is a need for more panels. Using those in the swine arena entails having to put them back up immediately after the sale. Todd will ask NWWF if more panels can be made, 12-15 more will be requested.

Same set up as last year, for flow of animal stock at this time.

First part of sale auctioneer does not seem to promote Grand's and Reserves as prices are lower at the beginning. A lengthy discussion of students promoting and marketing their stock and sale order ensued. A suggestion was made about the auctioneer warming up the sale with selling some pies first. Discussion of acknowledgement that fryers and rabbits should be represented as they are, not as Grand and Reserve animals. Also fryers and rabbits serve as a warm up.

Prices for species per year were compared. 09 sales were low for hogs and steers. Decrease and increase in prices per year doesn't seem to relate to the auctioneer. Kids sell the projects. Sheep projects don't seem to have been affected without access to the sale ring.

A stronger pitch at the beginning of the sale for Grand's and Reserves and the Sales committee could seek those buyers. Changing time and day has been commented on from the buyers.

Kids need to do their own marketing. The need for two buyers has become necessary. Rotary money has helped kids with their project when needed.

New Business:

Finance Committee: Add on Card changes, Rotary Fundraiser and thank you

Instead of Add On Cards, Sponsorship sheets were handed out for approval. There were 115 buyers over \$200. Those over \$200 should get fair passes, those that provided less should also get our mailing, with the website on letter sent out to buyers. There is a need for the 4H livestock club names to be updated on the sales brochures. Georgana is to give Todd the 2010 livestock leaders to update the website. Our 4H/FFA sales permit was received and accepted by Olympia

Ray and Glorene George invited many of us to attend a Bellingham Rotary Fund Raiser. It was good exposure for FFA and 4H. There is \$7,000 to spend at the auction this year. Rotarians will also be coming to the auction.

Submit hands on projects to Rotary. These projects will utilize students building these projects at the same time with Rotarians. Different schools have different needs. Submit the project needs to Rotary.

At the major fund raising auction Rotary was able to have 3 groups as beneficiaries this year instead of 2. Other rotary clubs are also being accessed. Rotary is getting involved with students in 4H and FFA. There is a focus on getting more support for 4H and FFA thru Rotary. Rotary animals purchased at the NWWF will be donated to the Food Bank. Rotarians will also approach Haggens to purchase animals at the sale and then have a buy back through the store.

PR Suggestions: Website published in the brochures and posters would be helpful. Can an electronic add on sheet /sponsor sheet be filled in and emailed to the finance committee?. Discussion on this included John Grubbs and Mr. Douge as possibilities to accomplish this. User name and pass word for the form. Would there be an increase in add on's with electronic forms? There was discussion about the future of this.

PR committee: Letters to buyers, Advertisements for this year, Web Site on Posters Brochures. Maintain advertising with the Bellingham Herald, Farm Finder, and press releases. Letters and Tickets to buyers, brochures and posters for this year are sponsored by? Gerrit will talk to Les Schwab. Tamara has the CD with the photos of champions for use on the brochures.

Webmaster: Updates to website Todd Rightmire

Auction 2010: Auctioneers, support prices, IT setup and projectors.

John says we used 2 projectors last year, one from Lynden, and one is available from Ferndale this year.

John will ask Rich for audio recording of the sale again this year.

Photographer: Tamara will contact some previous photographers from years past for availability.

Auctioneers: Dwayne, Pete, and Terry De Bruin were used last year. Sale order discussion of still selling rabbits and chickens first. Mark moves sale order stays the same a 2nd by John. Support prices will be acquired by Gerrit.

Haul out: John had discussion regarding other "pick up business" occurring during load out and conducting business during loading. No movement of sheep last year before load out which was good. Hogs were turned by R. Alm. Load out was good with Keiser.

Tagging dates were discussed April 11th as last steer tagging date, June 11th last swine and sheep date. Tags were handed out to all FFA advisors for their chapters and tags were handed out to 4H leaders present.

A set date for tagging like April 15th and June 15th should be set for future years so dates don't need to be updated every year.

Dues were collected for membership @ \$2 each.

Elections of committee officers by members commenced. Tanya & Georgana offered their positions up for anyone interested in assuming them. There were no interested parties. A motion was made by John Grubbs to retain the current committee officers as per 2009. This was seconded by Mark Harting.

Meeting was officially adjourned at 8:37pm