



2020 Santa Barbara County Fair Junior Livestock Virtual Auction

EXHIBITOR Q & A

1. How do I upload my images, documents, and video?
 - a. Go to Exhibitor Sign-in, only click on the sign-in button in the upper right-hand corner. Do not click on the Register button in the middle of the screen.
2. Can I sell in the Virtual auction if I did not enter online already, or if I did not turn in all my paperwork before the entry deadline?
 - a. No, you must already be entered in the 2020 SBCF, and all forms must have been turned in by May 18th {Fair entry deadline date} – NO EXCEPTIONS TO THIS RULE
3. Do I have to complete the YQCA course?
 - a. Yes, this course should have been completed and your forms turned in by the Fair entry deadline date of May 18th.
4. Does my animal need to have its ear tag.
 - a. Yes, the ear tag issued by the Fair needs to be in your animal. You will need to list the ear tag number on the Intent to Sell Form.
5. What if I lost the fair issued ear tag?
 - a. You need to email the office: livestock@santamariafairpark and request a new DNA kit {no charge}. You will need to re-submit DNA for that animal as well.
6. Do I have to be in “official show uniform” for my pictures and videos?
 - a. Yes, please refer to our [Guidebook](#) for more details.
7. Does my animal need to be “fitted” in the sale photos/video?
 - a. No, but it is recommended. {Remember you are trying to sell your animal at a high value}
8. Does my picture have to have the animals eat tag in it?
 - a. No, but we highly recommend it. Animals do have to be tagged with the Fair issued ear tag for tracking purposes {for resale procedures}.
9. Do I have to upload my images, videos and documents as the file type and size in the instructions.
 - a. Yes – please see instructions & tips [email](#) that we sent out.
10. Will my animal be sold by the pound or by the head?
 - a. All animals will be sold by the head or known as “lot” for the virtual auction.
11. What is the sales commission that will be deducted from my check?
 - a. 3.5% will be withheld from each check, even add-on only sellers – {fees included: auction platform fees; payment processing fees; administration fees}
12. Will any other fees/costs affect my check?
 - a. USDA loans will be deducted from your auction check.
13. What will happen to my entry fees?
 - a. All entry fees will be refunded. If you would like to donate your entry fees back to the Fair, there is a box to check on your Intent to sell form.
 - b. Entry fees will be refunded by **July 31, 2020**.

14. Will “add-ons” be allowed? And what is an “add-on”?
 - a. Yes. Add-ons are additional monies that a buyer would like to “donate” towards an exhibitor. {add-on buyers do not get a resale credit or an animal}.
15. What if I already sold my animal privately can I still be involved in the Virtual Auction?
 - a. Yes, if you have previously entered the Fair and complete all required forms {except the Drug Residue Policy Form} and pictures, you will be put in as an add-on seller only. Your animal or sales outside of the auction do not need to go through the sale; your buyer will not receive the tax write off for the animal from the Fair, and the exhibitor will not be responsible for the 3.5% on the animal sale, only on the add-on amount.
16. If my animal is bought resale, what do I do with my animal?
 - a. It will be your responsibility to assist the buyer and arrange for your animal to get to the Livestock yard to be resold. **The Livestock office will be calling all exhibitors on Sunday, June 21st to let you know the process of delivering your animal to the Resale yard in Templeton. YOU MUST MAKE ARRANGEMENTS TO HAVE YOUR ANIMAL DELIVERED ON TUESDAY, JUNE 23RD IN THE MORNING. NO ANIMAL=NO CHECK. {may result in ineligibility to show/sell at next year's Fair}**
 - b. No parent/leader/advisor/exhibitor shall contact buyers for the purpose of buying or giving back an auctioned animal.
17. If my animal is sold Live Pick-up, what do I do with my animal?
 - a. It will be your responsibility to arrange a drop off/pick-up location with your buyer. **Be sure to ask your buyer to show their purchase receipt before exchanging the animal. If your buyer has not paid, your check will not be released.**
18. Where do I get my buyer information from?
 - a. The Livestock office will provide a list of buyers and add-ons with their contact info. to you and your Leader/Advisor. Before receiving your check, you will need to provide proof that you sent out your buyer thank you cards.
19. When will I get my sale check?
 - a. Leaders/advisors can pick up the virtual sale checks from the Fair Administration office **{Dates TBD}**. **Your leader/advisor will hold your check until your thank you cards are sent out.**
20. Can I sell more than one Market Animal (beef, goat, sheep, & swine)?
 - a. No. Exhibitors are limited to having one market animal in the virtual sale; however, if you are selling a Replacement Heifer, you may sell one market animal as well.
21. If I do not sell in the Virtual Livestock Auction will I still be able to sell at next year's Fair?
 - a. Yes. It is not a requirement for any exhibitor to sell in the Virtual Auction. This is a platform that the Fair put together to give exhibitors an opportunity to sell their animal, and/or to get additional donations through add-ons.
22. Can I pull my animal from the sale?
 - a. If you wish to scratch from the sale you have until June 10th to inform the Livestock office. After June 14th, you are NOT allowed to scratch from the sale. If your files are not uploaded, you become an automatic scratch. **A scratch after June 14th, may result in ineligibility to show/sell at next year's Fair.**

The intent of the Exhibitor Guidebook rules as well as the State rules are being applied within the limits of a virtual livestock auction.

