

10th District Junior Livestock Auction Committee, Inc
Board of Directors Meeting: August 20, 2019

Roll: Directors present included Dena Rizzardo (via phone), Caralee Scala, Krystal Black, Clinton Cash, Debbie Fogle, Nadine Hittson, Darin Mercier, Glen Rizzardo, Jim Scala, and Cliff Munson (non-voting). Also present was Janet Marquez (secretary).

Call to Order: The meeting was called to order by Janet Marquez at 7:35 p.m.

2019 Auction:

Dena reported that all outstanding invoices had been mailed out. She has also mailed out seller statements so exhibitors can write thank you notes and pick up their checks. Checks were printed and to be signed during the meeting.

Total Sales including price support was \$676,800.56

Leaders Council will receive \$1,272.33, Yreka FFA will receive \$647.33, and Etna FFA will receive \$579.39.

Average Prices:

Dairy Heifers (5 lots): \$3100.00/head
Commercial Beef Replacement Heifers (11 lots): \$4309.09/head
Registered Beef Replacement Heifers (6 lots): \$4191.67/head
Hogs (95 lots): \$7.14/pound
Sheep (46 lots): \$7.98/pound
Goats (12 lots): \$11.33/pound
Steers (50 lots): \$3.54/pound
Chickens (6 lots): \$28.83/pound
Turkeys (9 lots): \$20.33/pound
Rabbits (2 lots): \$19.50/pound
Silent Auctions (2 lots): \$425.00 each

Price Support: We need to come up with a way to thank our price supporters. Either with a card/flyer that can be displayed in their business, or having their names on the front sign at the fair. We currently include them in the thank you ads. It was also suggested to include a price support form in the buyers packets that are mailed out in July. And possibly include the forms on the Fair's website.

Buyer's Breakfast: Raley's and the Farm Bureau did a great job once again sponsoring the breakfast. At one point they ran out of food, but were able to get more and serve all the buyers there. We need to reiterate a couple of points at each meeting:

- 1) The Buyer's Breakfast is for buyers, and not exhibitors.
- 2) The Buyer's Breakfast is not the time to bombard the buyers and ask them to buy animals. The number of sellers who were down at the breakfast was overwhelming to the buyers.

Buyer's Lunch: A big thank you goes out to the Siskiyou County Cattlewomen for sponsoring the lunch. For 2020, a different location would work better. We also need to have a group of sellers who take lunches around to the buyers. The line for lunch was long, and when the buyers have to stand in line, that is less people to bid in the auction.

Printer: Dena needs a new single drawer printer to have in the Auction. Motion by C. Cash, second by J. Scala, and carried to approve \$500 for a new printer.

Bills: Caralee has bills to pay from the auction including trucking, ads, printing, etc. Motion by G. Rizzardo, second by D. Fogle, and carried to approve payment of all outstanding bills.

Miscellaneous Information: Dena is in talks with Siskiyou Distributing to try and get spots opened for a limited number of beef to be processed locally. The major issue with this is the short turnaround between hog, sheep, and goat carcasses being delivered/cut & wrapped, and the beef. Time and space will be the determining factors.

The Jackson County auction committee is interested in purchasing a rail trailer for hauling carcasses, and would be interested in splitting the cost with JLAC. This is in the very early stages discussions, but would help with the transportation of carcasses to the processors.

Adjournment: 8:30 p.m.

Next General Assembly Meeting: Thursday, September 19, 2019 at 7:00 p.m. in Winema Hall.