

Sale Committee

October 20,2025

Attendees: Luann Manan, Tiffany Hartle, Christoph Keller, Mollie Case, Holly Daugherty, Marlene Dirksen, Carmen Hartzell, Becky King, Gary Goettemoeller, Vickie Willcox, Jessica Gower, Cheyenne Swisher, Dena Wuebker, Jacob Wuebker, Betsy Petitjean

The meeting was called to order by Gary. Minutes were passed out for September meeting. Treasurer report: \$542,749.25 in the account. \$30,710 is still outstanding. Greenville National sent on the 10th and Greenville Federal sent on the 3rd and we still haven't received them yet. We still have about 100 kids that haven't been paid on. Vickie proposed that we wait until we have it down to \$5,000 and set a date and then write the checks for all the kids to pick up. Work on getting the rest of the money paid. There is an outstanding bill for the photographer and Jessica. Jessica wanted to let us know that she has changed firms but that won't affect us. Dena had to get another gift card since Sam's was cut in half by the postal service. Luann made a motion to accept both reports and was seconded by Marlene. Motion passed.

Old Business: Discussion that some single buyers couldn't even get into a group of buyers since there were already 4 buyers. One perspective was that you have to raise your hands and they asked if they all wanted to go together. One was a single buyer last year and he didn't know who to go in with. Maybe go through an explanation before the sale? Decided to let it roll for the next couple years. Possibly the buyers need to get there early and talk with other buyers. It was brought up that the buyers at the auction should be first or in bold print in the Book. Suggested that we put the picture of the buyers from the night of the Celebration on a "Thank You Banner" in each of their barns that they purchased.

There are some buyers that are not showing up online but the exhibitor will get the name on their list. Dave Knapp put \$25 on each exhibitor again this year.

Dena will email an attachment of the metal buyers. We need to stress the importance for the exhibitors to write thank you letters to their buyers.

The carpet was taken care of at the last meeting.

We need to send Keystone a thank you for paying the online fee and one to Emily Clark from Crazy Train for the T shirts and buyer signs. We decided that the Jr. Fairboard kids need to write a thank you to all the donors and the auctioneers at their next meeting. That should be 8-10 cards. If you think of anyone else, please text Vickie.

Vickie proposed that we do not take out the fees for the Scholarships again this year. Goats, Swine and Sheep were down this year. It was suggested that Seniors put on their buyer letter that they are applying for a scholarship for their species. Tiffany made a motion that we do not charge the Sale Committee fee on the Scholarship money permanently and was seconded by Marlene. Motion passes.

Vickie will not need another new computer next year since Breeders World and Grand Champions communicated with each other. There was a glitch this year but next year should be better.

The reason we haven't gone to online with BW is because they charge about 7% to do the online payment. We save more than half by not using BW. If we use BW how will the Sale Committee be able to generate money? Jessica can send invoice through Square then they can pay on that. We do have some that do ACH payments. Maybe put in the Buyers letter to email Jessica about doing ACH payments.

New Business: Dena is retiring in May. Thank you, Dena, for all you have done for the Sale Committee. We appreciate you!

The Daily Advocate and the Versailles Policy put all the pictures from the Celebration and did not charge us. Thank you, Dena, for taking care of that!

Discussion about putting a mailbox for the Sale Committee mail since the Secretary's office is not open daily. Christoph suggested to put the mailbox up by the Secretary's office where more eyes would be on them. Suggested moving the Jr. Fair mailbox there also to make it all more centrally located.

Vickie made a motion that once we get to \$5,000 or below that we cut all the checks out to the kids and float the rest and keep getting buyers to pay that off. It was seconded by Tiffany. Motion passed. Luann volunteered to help call them to collect.

Marlene made a motion to keep all the same officers and was seconded by Luann. Motion passed.

Suggestions for next year will be discussed at the next meeting.

Betsy will talk to someone on Jr. Fair to put the Thank You Thursdays on the page.

Luann made a motion to adjourn the meeting and was seconded by Mollie. Motion passed.

Next meeting November 17, 2025 at 7:00p.m. Community Building.

Sale Committee Meetings 2026

January 19th

March 16th

May 18th

July 20th

September 14th

October 19th

November 16th

Meetings will be held at the Community Building on the fairgrounds at 7:00 p.m.