

Sale Committee

December 11, 2023

Attendees: Carmen Hartzell, Jenna Godown, Vickie Willcox, Sarah Drew, Katelynne Michael, Mike and Linda Fourman, Betsy Petitjean, Luann Mann, Christoph Keller, Gary Goettemoeller, Marla Werner, Russ Skaggs, Taylor Bergman, Rorie Stump, Kim Hershey, Holly Daugherty, Jim Dirksen, Mike Fearon, Jen Schlechty, Becky King and Jayden Hicks.

Meeting was called to order by Gary. Secretary's report was passed out. Treasurer report is \$4,919.21 Motion was made to accept the Secretary and Treasurer reports and seconded by Jim. Motion passed.

Old Business: There were 2 outstanding buyers. All the exhibitors have been paid.

New Business: Jim talked to Mercer County and they came last week and had a meeting. On the money side Grand Champion software program works. Breeders World Final Drive would be used for the online auction. 95% of our buyers do not attend the live auctions. We could have the option to do a Sale of Champions. Breeders World Final Drive is out of Bellevue Ohio. He used Darke County as an example of what not to do. He sat through our Swine sale a couple years ago and thought it was a joke. Preble, Miami, Shelby, Auglaize and Mercer all do something online. Mercer uses the software to run all the data entry and to do the online and they have a CPA do their invoicing. We got a quote that was figured high from Fry and Co. for \$12,500 which is double what the CPA is charging Mercer because they have a lower number of exhibitors and buyers than we do. The amount of money we take in for the sales is a considerable amount for volunteers to be handling without a CPA. Carmen provided a print out for positives and negatives for both options. Option #1 Use the Grand Champion software and proceed with sales as previous years. Kids can upload their pictures and info or we can do a spreadsheet from Show Works and input it on Grand Champion. We were told not to make it live too soon but do it on a day of Sale and stay open for a week afterwards. There is an ability to bump up for low end bids. It doesn't show how much each buyer puts on but it shows the buyers names and the total amount. We could still have those buyers who do not have internet turn in a multiple buyer sheet of what exhibitor they want to put money on. We can enter those few in for them.

Discussion of instead of a Sale of Champions make it a Celebration and have your top exhibitor, Showmanship winner, Skillathon winner, Herdsman Awards, etc. not just the Grand and Reserve Champions.

Emails and passwords will carry over from year to year for the buyers but they must reenter each year. The cost of Grand Champion software is \$200 a year. It is a very simple program. Wendy recommended that Breeders World take the bids but do not let them do everything. We can continue to do the rest. The cost is \$8.00 per exhibitor to have them do the bids. We now have a 1.75% fee for the sale and might need to increase that to 3.75% per exhibitor.

Option #1 Use Grand Champion software, proceed with sales as in previous years.

Option #2 Use Grand Champion software, Sale of Champions event, all others sell online through Final Drive Breeders World auction service

Paper ballots were passed out and the results: Option #1 had 3 votes Option #2 had 14 votes.

Carmen made a motion that we use Grand Champion software, have a Celebration of Achievements and all others sell online through Final Drive with a focus on educating Advisors and Buyers to ease the transition of change and was seconded by Mike. Motion passed. Jim made a motion to destroy the ballots and was seconded by Vickie. Motion passed.

Sale Committee needs to attend the Junior Fairboard meeting on Thursday and convey all the info that has been learned and discussed. Also, they need to attend the Senior Fairboard meeting January 10th and explain the info also the amount of man hours it takes to put on our sale, invoicing, double checking addresses, contacting outstanding buyers etc.

Here are the 3 main reasons for the change: Celebration of Achievements. Not eliminating the sales just moving it online. There will be fewer mistakes, less labor of Volunteers. Buyers have requested that we go to an online bidding.

Motion to adjourn was made by Luann and seconded by Jayden. Motion passed.

Next meeting January 15,2024 Secretary's office 7:00 p.m.