

Sale Committee Zoom Meeting 8/29/23

via Zoom

Meeting called to order at 7:01 pm by President Rick Starck

Attendees: Rick Stark, Kelly Oleson, Rob Ash, Shawn Prodell, Steve Folkman, Steve Merry, Caleb Ahrens, Chuck Badertscher, Lisa Davis

Topics Discussed:

- Sale Committee Chair Position: Chuck Badertscher and Steve Merry volunteered to Co-Chair the Sale Committee. They will coordinate with Sale Manager Melissa Berggren on planning details of the 2024 sale.
- Screening Decision: Group Discussion on Screening Options, Details, and Costs
 - Chuck Badertscher moved to select Noah Benedict to perform the Fall 2023 cattle screening for the 2024 sale, and maintain the option for Greg Miller to be the Sale Day Consultant, if he is available and would like to do so. Motion seconded by Shawn Prodell. Motion carried.
- Baldie/ Commercial Cattle Rules: Group Discussion of Rules & Details
 - 4 lots maximum; 20 head maximum
 - Cattle may be red- or black-hided – quality selection is at screener's discretion
 - Stall assignments: registered cattle will have inside stall priority, if weather is inclement. Chuck is willing to help with stall assignments.
 - Would be helpful to set up a computer in the gathering area for attendees to watch the auction if they wish to watch in the gathering area. If there will be bidding in the gathering area, would need to pay someone to be a "Ring Man" in the gathering area to communicate bids.
 - Movement of commercial lots to the ring will be efficient with the cut gates at Fennimore Livestock.
- Entry Fees for Embryo Lots: Group Discussion of current & recommended future fees
 - Current Entry Fee for Embryo Lots is \$25
 - Steve Folkman recommends to increase Entry fee to \$200 to make fee same as cattle, and to help cover expenses.
 - Embryos do not have all sale expenses that cattle do (embryos do not have veterinary, bedding, etc.) but they do have most of the sale expenses such as Catalog, Auctioneer, Sale Manager, Advertising, Online Auction, etc.. Please review sale expenses to charge 2024 embryo lots according to the sale services that they utilize.
- Insurance Notes: Discussion of rental of Fennimore Livestock and WHA Insurance Coverage limit for facilities rented to the WHA
 - Please review contract with Fennimore Livestock to determine insurance applications & coverages provided by the facility, as related to organizations that rent the facility
 - For 2024 sale – please ask Sale Consignors that bring generators & extension cords to bring a small portable fire extinguisher – for everyone's safety and consideration of the venue

- Heifer Grant Notes: Discussion of Heifer grants (2 in 2024; one \$500 Consignor-Sponsor & one \$500 WHA-Sponsor)
 - For 2023, provision of grant was through a \$500 discount on the price paid for the animal.
 - For 2024, to simplify accounting & record-keeping, please have grant recipient pay full price for animal. The WHA will then provide a \$500 check to grant recipient to help offset purchase price.
- Wisconsin Review Ad:
 - Spring Sale utilizes a full-page ad in the Spring issue of The Wisconsin Review
 - For the 2024 sale, please include the cost of the ad with the Advertising Expenses of the sale, to be split by the Consignors.

Meeting Adjourned