Larimer County |

THE RANCH
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5280 Arena Cir, Loveland, CO 80538, 970.619.4000

Date: **Tuesday, March 2**4, 2026

Time: **7:00 PM**

Location: **McKee Building 5260 Arena Circle, Loveland, CO 80538**

Jr. Livestock Sale Committee Minutes

Opening

1. Introduction: Chairman Tanner Adams began the meeting at 7:02pm in Estes Park at the McKee Building at The Ranch complex.

2. Approval of agenda: Agenda was approved as submitted by Don McGregor and seconded by Amber Spence.

3. Approval of last meetings' minutes: Meeting minutes from February were approved as submitted by Claire Haenny and seconded by Jenny Brown.

4. 4-H Extension report: Rachel Wildman gave the extension report and noted that 781 members were enrolled in 4-H.

5. Financial report: Tanner Adams gave the financial report last updated February 28th that stated $25,472 is currently in the 3% commission fund balance and our P&L is sitting at $22,031.

Old Business:

1. Tanner Adams mentioned the formation of sub-committees that occurred with Shelby Gould as the new chair of the lunch committee and Josh White as the chair of the sale logistics committee.
2. Tanner discussed the mandatory paperwork requirements and that the addresses for the W-9s will be verified by The Ranch staff at the mandatory sale meeting. Additionally, record book checks are starting in July and purple forms will be collected during weigh-in and sent to Shannon Fancher.
3. Tanner mentioned Claire is leading the PowerPoint editing for the mandatory sale meeting.

Committee Reports

1. Administration: Tanner Adams addressed that he would take on the role of creating the senior pages and memorial pages for the sale book. He asked for assistance by the committee in contacting seniors and addressing memorials. Rachel Wildman and Laura Boldt said they would assist in getting names of exhibitors that are over 16 and we will look to ask if they want to be included in the senior pages. Rachel also stated she would assist with asking club leaders for memorial contributions.

2. Buyer Lunch: Shelby Gould reported on meeting with CSU last month for catering opportunities, which they gave her a plate count of 800-900 last year which led us to paying $16/plate last year. She also mentioned that her and Becca Walter met with OVG and discussed getting a bid from them. OVG will be sending a quote from last year and they are expected to be $25-35/plate. If we go with CSU again, OVG will need to be bought out in addition to paying CSU for the meal.

   A discussion was raised by Shelby Gould with means to address the ever-growing cost to put on the meal for all buyers and families. After discussion, it was determined that three paths forward were needed to aid in these costs: (1) buyer only lunch, (2) buyer lunch + separate family lunch (hamburgers/hot dogs), (3) charge families $20/family to pay for the meal.

   Keri McGregor asked why we wanted to start charging now and Tanner Adams addressed that the cost of food is continuing to rise and it is becoming unsustainable to continue to pay for the meal each year when it takes approximately ⅔ of our entire budget to put on. Discussion continued on what constituted a buyer or not a buyer and it was determined that buyers and their families from previous year(s) would not pay for the lunch. Additionally, any new buyers that have potential from the buyer outreach committee will not be charged.

   Further conversation was had around if Pepsi was going to donate the drinks. If unable to donate the drinks, the sale committee would limit to tea and lemonade only for the meal and have sodas only during auction time near the bar with tickets given out to the buyers.

   A motion was raised by Shelby Gould and seconded by Don McGregor to charge families $20 for the meal. The motion passed. A $20 charge will be accessed at the mandatory meeting for exhibitors families through cash, check, or credit card. The families will have their names on a list for when the sale lunch begins and they go through the line.

   Shelby had also been in contact with OVG regarding the bar tab. She mentioned that they will be requiring a credit card on file before they will serve any alcohol and that card will be charged at the end of the night of the auction. She will be following up on if the sponsor is comfortable with doing this as well as next steps for this process.

3. Buyer Outreach: Jenny Brown reported that she is working toward getting the Top 10 buyers gifts together and asked if we could stretch our budget for these gifts from $25. No committee member disapproved and it was noted that Jenny would take recommendations for gift ideas until our May meeting. At the May meeting, Jenny will have an idea of the cost for new gifts. She stated that some buyers would like something they can hang up vs something like a cutting board.

   Don McGregor asked if we should look into creating “first time buyer” plaques and then each year they buy they get a sticker to put onto the plaque. This was done in the past. There was no apprehension to this, and Jenny will present this next meeting.

4. Packers/Post Sale: Don McGregor reported that all of the packers from last year are all set to take animals this coming year with restrictions on head count for Double J and Your Choice. The Food Bank will be contacted at a later date.

5. Sale Logistics: Josh White presented the auctioneer bids:
   John Corey: $4300 for 2 auctioneers or $5300 for 2 auctioneers and 2 ring men
   John Flack: $3000 for 2 auctioneers and 4 ringmen

   Discussion amongst the committee was had regarding both options. Mr. Flack currently does Weld County and has received high praise from multiple sources. Josh asked if there is a potential to get him on a contract. Some concerns were had since this is his first year with us putting him on a contract and being stuck in it if we do not like the experience. Jenny Brown added some insight as to some feedback from John Corey last year regarding the location of the champions and having pictures taken in the middle.

   Josh White raised a motion to have John Flack be our upcoming auctioneer for 2026; it was seconded by Claire Haenny. The motion passed. Josh will be in contact with Laura Boldt to get the contract from Larimer County. He also is going to reach out to Mr. Flack regarding potentials for contract opportunities and will present at the May meeting.

   Josh also had a quote for Ringside Live to put the auction online. For just the hosting it would be $3750 and for everything including processing payments, technicians, and marketing material it would be $10,000. Tanner Adams mentioned that there is a proposal to use discretionary funds from the 3% commission pool to aid in “improvements to the sale.” He was unable to provide an update for if that was approved yet due to awaiting a decision from The Ranch. Jenny asked if we could get another quote for an online auction; Josh will look into it.

6. Social Media: Keri McGregor did not have any updates. She is waiting on Becca Walter for sponsorships then she will begin posting.

7. Sponsors: Becca Walter was not present; however, Shelby Gould presented on her behalf that $8500 has been committed by sponsors and several other large sponsorships are on the way.

8. Volunteers: Claire Haenny presented that she will be finalizing the mandatory meeting PowerPoint and send it our way soon on Google Slides in the Drive folder. She also said the reminder magnets are ready to handout; a location was not on the magnets but it was assumed most would know.

   Claire also mentioned she will be moving; therefore, some of her responsibilities will need to be pushed into others. This includes planting flowers for the backdrops. She will be reaching out for some assistance.

9. Species Representatives: No updates from species representatives

New Business: In committee reports

Next work session will be April 28, mandatory meeting May 15, and official committee meeting on May 26.

Adjourn: A motion was raised by Russ Spence to adjourn the meeting, with Don McGregor seconding. Meeting was adjourned at 8:09pm.
