



# 14th District Agricultural Association

SANTA CRUZ COUNTY FAIR

Established 1885

## Livestock Committee Meeting

October 18, 2023, 07:00 PM – Heritage Hall

**Committee Members:** Stephanie Fontana – Board Member

**CEO:** Zeke Fraser

### Mission Statement

The mission of the Santa Cruz County Fairgrounds is to provide a safe place for community events, educational opportunities and the annual Fair that showcases the talents and diversity of our community.

**CALL TO ORDER - 7:03 p.m.**

### Roll Call / Introductions

**Additions to Agenda**

**Public Comments -**

**Review of Prior Meeting Minutes (August 16, 2023 – posted to the web)**

**Board Committee Member Reports –** Stephanie Fontana reported that the volunteer dinner last week was well attended. Board meeting will be next Wednesday instead of Tuesday.

### Reports:

Co- Superintendents - Kyle Middleton & Kyle Plaskett – Kyle M thanked everyone for a great fair. She thought that the week went pretty well and reported that she had received positive feedback. The new auction setup was great and using Paddy Smith park for the buyer BBQ was very nice. Good feedback all around.

Livestock Operations –Kathryn Hill – The fair was great. There were times when we wondered what we were missing because we had everything ready to go. Looking forward to next year.

### Items to review

#### Fair Recap

Kyle wants to make sure that the Fair knows that Livestock actually starts on the Saturday before the official opening date. We need our garbage cans, tables, chairs, custodial service, maintenance, etc. beginning on Saturday.

Stephanie said it was a challenge this year working with three fair managers. She really would like to receive feedback and/or suggestions for improvements. Our conditional use of the barn expires on December 31. We will have to make reports/improvements before next year. The goal is to continue to use our barns until we can replace them with modernized facilities that will serve future exhibitors.

Cynthia directed the attendees to the Auction Recap prepared by Kathryn. Even though we had 10 fewer auction animals, we were close to last year's numbers. As of this date, there are only 10 buyers with balances due, totaling \$15,020. In years past, we were still collecting well into December.

### General Feedback from Attendees

1. Prior to and during the auction, some exhibitors were bombarding the buyers with flyers. KM talked to the advisor about it. We need to add into the rules about solicitation on the day of auction, remind



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- at Monday meeting. Get it out to the 4-H clubs. They used to have a “how-to” about soliciting buyers and back-up buyers. We need to encourage extended area exhibitors to develop their own buyers.
2. At Monday meeting, talk about animals being used for judging contest and round robin. Make sure language in in entry guide.
  3. 24 tables borrowed from Monterey. Stephanie says we have a pallet of narrow tables. She’ll check and let us know.
  4. Need risers for auction staff with computers and printers.
  5. Need to redesign the sound system – need for Monday night meeting.
  6. Consider nightly meetings or morning meeting s– informational meetings a couple of times during the fair. Tuesday night before the public comes. As questions come up during the week, answer them at the meetings. Maybe do it before evening feeding,
  7. Livestock app? Could we have an app that would give exhibitors important information? We do have a Google folder that was used for this purpose. QR Code link to the folder was posted around the livestock office. Show lists, auction order, forms, etc., were posted to the folder. There was no announcement to the exhibitors when new documents were posted.
  8. We need a second photographer. Maybe go back to doing photos on show days, or after the auction as the animals come off the block. During the champion sale, the photographer moved to the arena so champion animals only got pictures with their buyers. Cynthia is open to suggestions for photographers. Maybe photograph the animals after the sale. Champions can walk back to the set.
  9. Auction – when we take breaks, lots of people walked away. Try not to pause between animals.
  10. When champions grouped together, include natural fed and bred & fed champions.
  11. Can we reach out to some of the buyers and see what they liked or didn’t like? Cynthia said she could do that.
  12. Breakfast area – random people were taking food. We need to put up partitions with “not open to public” signs. Buyers could bring their bidder card.
  13. We could use snacks for auction buyers later in the day since we didn’t do the sausages for lunch.
  14. There were issues with the committee parking area that was used for auction parking on Saturday. We need signage and information distributed to livestock community.
  15. Weigh-in – the vet was great, would like to have him again. Will be changing “Vet Check” to “Health Check”. Some fairs don’t do health checks except for poultry.
  16. Feeders – we had issues with feeders this year. The feeder lamb feeder choked and had to be tubed. The beef feeder had to go home early because a parent being sent home. On weigh-in day, you can opt to keep it here or take it home. Feeders entered as feeders can get premiums; feeders that are moved to the class because they are underweight do not get premiums. We need to make it clearer what the options are.
  17. Collecting paperwork at the scale is difficult. Exhibitors need to know what we expect them to bring to the scale (bill of sale, med form). Breeding animals are checked in at the office.
  18. Beef weigh-in went well.
  19. Exhibitor meeting – KM took notes about what we talked about and what we need to talk about. Need an actual agenda.
  20. We need to make it clear that wristbands must be worn beginning Monday night. Include in entry guide.
  21. Code of conduct – collection was a little weird, but necessary. Need more volunteers to help.
  22. YQCA forms will be uploaded next year. There are other workshops that qualify.
  23. Storm water survey – send out announcement earlier – or with the entry guide so that large clubs/chapters can take care of that and YQCA at the same time.
  24. Beef show was exciting, with one parent ejected. Glad the girls got to stay. All in all, the barn looked good. Some of the animals were bloated – Campbell FFA and Hilltop 4-H. We need to develop consequences.
  25. Beef stalls will need to be stripped of all bedding mid-week by Wednesday night/Thursday morning. Kevin will inspect before new bedding can go in. Dairy mostly came in on Thursday.



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26. RV Camping – Sherri reported that some of the exhibitors used loud and/or foul language directed at her. Rules need to say that campers need to be back in their units after the fair closes – this does not mean they can hang out in the parking lots. Need to tighten up conduct rules.
27. FFA advisors need to be here – advisor needs to be here – make it clearer in the rules.
28. Beef barn set up went well – slick shear for show in 2024.
29. Swine show – dye, paint or other – rules need to be specific – natural color – no artificial colors.
30. Sheep show – went well but there were issues with collecting the paperwork.
31. Discontinue the Pygmy goat show.
32. Look at schedule for dress up goats; why alternating with fitting contest? Can the show be at a different time/day?
33. Poultry - showmanship judge is ok.
34. Increase the number of poultry meat pens to best 5. Would like poultry exhibitors to purchase wristbands, especially the meat pen kids. They should also attend the Monday night the meeting. Meat pen exhibitors should be required to do showmanship. We're the only fair that purchases the chicks – change to allow kids to buy their own chicks. Yes! Turkeys? Processed in Modesto. Look at San Benito's rules. Turkeys take up more floor space for their cages. We'll have to think about that.
35. Rabbits – Shannon Cole is interested in helping. Have on a non-fair day? Maybe the Saturday before the fair?
36. Tack areas – very positive feedback on the tack area set-up. Exhibitors got to meet others who are showing other species.
37. Adult showmanship – can we have age groups like under 40 younger, and 40 and over for the seasoned showmen?

### Changes for next year (entry guide, set-up, operations)

1. Tack areas – keep the pre-assigned spaces. Need sound out there. 10 x 10 pop-ups worked fine. No panels on the pop-ups. Tack spaces need to be assigned earlier than pen assignments since they are by club. Requests for changes must be made in writing no later than (pick a reasonable date).
2. Feeding times – need to specify when feeding can occur in morning and evening.
3. Red tags – for pens that are not clean and/or animals not fed or watered. Develop system and consequences for noncompliance.
4. Camping went really well this year. Exhibitors must be back to the camping area after the fair closes. This includes the parking lot. Quiet time.
5. Wristbands needed for getting into the area.
6. Awards/Ribbons – Yvonne is working on ribbons.
7. Horseshow got their own hang tags for stock trailers. We can get hang tags - it helps the people at the gates. Volunteer staff parking. Need to come up with a plan to designate where they can park and let gate people know who can park where with the “volunteer” parking pass.
8. Review the list of changes/suggestions that was distributed at the meeting and send any comments to Kathryn at [santacruzlivesockcommittee@gmail.com](mailto:santacruzlivesockcommittee@gmail.com).

### CEO Report – Zeke was not able to attend; Stephanie presented this report.

Fair admission was up 3%; parking was up 24% compared to last year. He's looking at redesigning the parking area. Some of the parking lot was damaged in the winter. Borrowed some of the neighbor's property.

### ADJOURNMENT 8:54

### Next meeting – Wednesday, November 8



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Santa Cruz County Fair  
Junior Livestock Auction Recap

10/10/2023  
5:27 PM

2023														Auction Committee				Buyer Costs		Exhibitor Payout	
Species (Market Price)	# Animals Sold	% Change	Custom/Live	Resale	% Resale	Average Sale Price	% Change	Average Bid/Pound	% Change	Auction Total \$ Amt	Add-Ons	Total w/ Add-Ons	% Change	Bumps	Purchases	Total	# Bought				
Beef (1.05)	11	-27%	8	3	27%	\$6,776.43	23.63%	\$ 5.37	23%	\$74,540.75	\$7,929.25	\$82,470.00	-6%	\$1,414.25		\$1,414.25		Gross Sales	\$392,292.75	Gross Sales	\$392,292.75
Lams (1.75)	29	-22%	20	9	31%	\$1,751.53	13.71%	\$ 13.78	18%	\$50,794.50	\$5,949.00	\$56,743.50	-9%					Add-Ons	\$64,053.25	Plus Add-ons	\$64,053.25
Hogs (.54)	81	21%	65	16	20%	\$2,922.20	-24.24%	\$ 12.00	-21%	\$236,698.50	\$43,975.00	\$280,673.50	-3%						\$456,346.00	Total Gross	\$456,346.00
Goats (2.30)	14	-39%	7	7	50%	\$1,314.50	42.84%	\$ 16.62	50%	\$18,403.00	\$2,350.00	\$20,753.00	-33%		\$959.75	\$959.75	1	Processing	\$11,200.00	Less Chkoff	-\$903.65
Rabbits	2		2	0		\$1,350.00		by pen		\$2,700.00	\$250.00	\$2,950.00						Less Resale	-\$9,635.48	Less Pictures	-\$1,668.00
Poultry	2		2	0		\$2,500.00		by pen		\$5,000.00	\$1,150.00	\$6,150.00						Total Due	\$457,910.52	Less Commissi	-\$35,979.20
Donation to JLA										\$ 600.00	\$ 0.00	\$600.00						No Commission taken from donation		Net Payout	\$417,795.15
<b>2022 Auction Total</b>	139		104	35						<b>\$388,736.75</b>	<b>\$61,603.25</b>	<b>\$450,340.00</b>		\$1,414.25	\$959.75	\$2,374.00	1				
Heritage Hog	1		0	1		\$3,556.00		\$ 14.00		\$3,556.00	\$2,450.00	\$6,006.00						No Commission taken from HH			
<b>Grand Total</b>	140		104	36						<b>\$392,292.75</b>	<b>\$64,053.25</b>	<b>\$456,346.00</b>									

  

2022														Auction Committee				Buyer Costs		Exhibitor Payout	
Species (Market Price)	# Animals Sold	% Change	Custom/Live	Resale	% Resale	Average Sale Price	% Change	Average Bid/Pound	% Change	Auction Total \$ Amt	Add-Ons	Total w/ Add-Ons	% Change	Bumps	Purchases	Total	# Bought				
Beef (1.02)	15	-6%	15	0	0%	\$5,481.00	-41.21%	\$ 4.36	-38%	\$82,215.00	\$5,898.75	\$88,113.75	-42%	\$648.75		\$648.75		Gross Sales	\$424,264.00	Gross Sales	\$424,264.00
Lams (.85)	37	-3%	23	14	38%	\$1,540.41	-17.80%	\$ 11.72	-23%	\$56,995.00	\$5,680.00	\$62,675.00	-24%		\$2,790.00	\$2,790.00	2	Add-Ons	\$54,233.75	Plus Add-ons	\$54,233.75
Hogs (.68)	67	43%	51	16	24%	\$3,857.13	-0.96%	\$ 15.27	-1%	\$258,428.00	\$29,823.00	\$288,251.00	38%			\$0.00			\$478,497.75	Total Gross	\$478,497.75
Goats (2.90)	23	44%	14	9	39%	\$920.26	-45.44%	\$ 11.09	-43%	\$21,166.00	\$9,812.00	\$30,978.00	10%	\$267.00	\$1,125.00	\$1,392.00	2	Processing	\$10,840.00	Less Chkoff	-\$1,096.55
Rabbits	2		2	0		\$725.00		by pen		\$1,450.00	\$225.00	\$1,675.00						Less Resale	-\$6,265.66	Less Pictures	-\$1,752.00
Poultry	2		2	0		\$1,150.00		by pen		\$2,300.00	\$50.00	\$2,350.00						Total Due	\$483,072.09	Less Commissi	-\$37,923.42
Donation to JLA											\$1,000.00	\$1,000.00						No Commission taken from donation		Net Payout	\$437,725.78
<b>2022 Auction Total</b>	146		107	39						<b>\$422,554.00</b>	<b>\$52,488.75</b>	<b>\$475,042.75</b>		\$915.75	\$3,915.00	\$4,830.75	4				
Heritage Hog	1		1	0		\$1,710.00		\$ 6.00		\$1,710.00	\$1,745.00	\$3,455.00						No Commission taken from HH			
<b>Grand Total</b>	147		108	39						<b>\$424,264.00</b>	<b>\$54,233.75</b>	<b>\$478,497.75</b>									

  

2021														Auction Committee				Buyer Costs		Exhibitor Payout	
Species (Market Price)	# Animals Sold	% Change	Custom/Live	Resale	% Resale	Average Sale Price	% Change	Average Bid/Pound	% Change	Auction Total \$ Amt	Add-Ons	Total w/ Add-Ons	% Change	Bumps	Purchases	Total	# Bought				
Beef (.90)	16	60%	15	1	6%	\$9,323.13	124.65%	\$7.05	118%	\$149,170.00	\$3,242.50	\$152,412.50	198%	\$667.50		\$667.50		Gross Sales	\$443,756.55	Gross Sales	\$443,756.55
Lams (2.15)	38	138%	27	11	29%	\$1,873.93	52.20%	\$15.22	68%	\$71,209.50	\$11,382.50	\$82,592.00	181%	\$1,632.50		\$1,632.50		Add-ons	\$44,014.00	Plus Add-ons	\$44,014.00
Hogs (.58)	47	114%	42	5	11%	\$3,894.52	149.43%	\$15.42	148%	\$186,937.00	\$22,109.00	\$209,046.00	342%	\$2,318.00		\$2,318.00			\$487,770.55	Total Gross	\$487,770.55
Goats (2.40)	16	167%	15	1	6%	\$1,686.63	42.53%	\$19.38	54%	\$26,986.00	\$1,205.00	\$28,191.00	239%	\$80.00		\$80.00		Processing	\$10,275.00	Less Chkoff	-\$807.33
Rabbits	0		0	0				by pen										Less Resale	-\$5,573.46	Less Pictures	-\$1,416.00
Poultry	0		0	0				by pen										Total Due	\$492,472.09	Less Comm	-\$39,021.64
<b>2021 Auction Total</b>	117		99	18						<b>\$434,302.50</b>	<b>\$37,939.00</b>	<b>\$472,241.50</b>	231%	\$4,698.00	\$0.00	\$4,698.00	0				
Heritage Hog	1		1	0		\$9,454.00		\$8.00		\$9,454.05	\$6,075.00	\$15,529.05						No Commission taken from HH			
<b>Grand Total</b>	118		100	18						<b>\$443,756.55</b>	<b>\$44,014.00</b>	<b>\$487,770.55</b>									

  

2020 - COVID														Auction Committee				Buyer Costs		Exhibitor Payout	
Species (Market Price)	# Animals Sold	% Change	Custom/Live	Resale	% Resale	Average Sale Price	% Change	Average Bid/Pound	% Change	Auction Total \$ Amt	Add-Ons	Total w/ Add-Ons	% Change	Bumps	Purchases	Total	# Bought				
Beef (.85)	10	-38%	10	0	0%	\$4,150.00	-35.07%	\$3.23	-34%	\$41,500.00	\$9,615.00	\$51,115.00	-54%					Gross Sales	\$106,650.00	Sales + Add-Ons	\$142,875.00
Lams (1.15)	16	-62%	16	0	0%	\$1,231.25	-13.02%	\$9.08	-13%	\$19,700.00	\$9,655.00	\$29,355.00	-60%	\$0.00		\$0.00		Add-ons	\$38,615.00	Less Comm (5%	-\$6,803.00
Hogs (.30)	22	-81%	19	3	14%	\$1,561.36	15.89%	\$6.22	10%	\$34,350.00	\$12,915.00	\$47,265.00	-76%	\$0.00	\$0.00	\$0.00	0		\$145,265.00	Less Chkoff	-\$193.58
Goats (2.70)	6	-54%	6	0	0%	\$1,183.33	12.16%	\$12.57	5%	\$7,100.00	\$1,225.00	\$8,325.00	-55%					Processing	\$6,966.50		
<b>2020 Auction Total</b>	54		51	3						<b>\$102,650.00</b>	<b>\$33,410.00</b>	<b>\$136,060.00</b>	-67%	\$0.00	\$0.00	\$0.00	0	Less Resale	-\$214.50		
Heritage Hog	1		1	0		\$4,000.00		\$8.00		\$4,000.00	\$2,815.00	\$6,815.00						Total Due	\$152,017.00		
<b>Grand Total</b>	55		52	3						<b>\$106,650.00</b>	<b>\$36,225.00</b>	<b>\$142,875.00</b>						No Commission taken from HH			

  

2019														Auction Committee				Buyer Costs		Exhibitor Payout		
Species (Market Price)	# Animals Sold	% Change	Custom/Live	Resale	% Resale	Average Sale Price	% Change	Average Bid/Pound	% Change	Auction Total \$ Amt	Add-Ons	Total w/ Add-Ons	% Change	Bumps	Purchases	Total	# Bought					
Beef (.90)	16	-16%	15	1	6%	\$6,391.88	64.74%	\$4.92	55%	\$102,270.00	\$7,690.00	\$109,960.00	32%					Gross Sales*	\$335,381.75	Gross Sales*	\$335,381.75	
Lams (1.40)	42	5%	33	9	21%	\$1,415.60	-2.27%	\$10.49	-7%	\$59,455.25	\$13,242.00	\$72,697.25	4%	\$134.00		\$134.00		Add-ons	\$71,339.00	Plus Add-ons	\$71,339.00	
Hogs (.38)	114	30%	81	33	29%	\$1,347.28	-25.82%	\$5.68	-24%	\$153,589.50	\$41,628.00	\$195,217.50	1%	\$55.75	\$1,542.12	\$1,597.87	2		\$406,720.75	Total Gross	\$406,720.75	
Goats (2.40)	13	-41%	8	5	38%	\$1,055.00	15.62%	\$11.96	13%	\$13,715.00	\$4,891.00	\$18,606.00	-38%					Processing	\$10,680.00	Less Chkoff	-\$1,308.35	
Rabbits	2	0%	2	0	0%	\$950.00	-13.43%	by pen		\$1,900.00	\$175.00	\$2,075.00	-11%					Less Resale	-\$7,167.38	Less Pictures	-\$2,268.00	
Poultry	2	0%	2	0	0%	\$1,050.00	23.84%	by pen		\$2,100.00	\$1,000.00	\$3,100.00	17%					Total Due	\$410,233.37	Less Comm	-\$32,132.46	
Out of County Truck	4		4							\$600.00	\$0.00	\$600.00									Net Payout	\$371,011.94
<b>2019 Auction Total</b>	193		145	48						<b>\$333,629.75</b>	<b>\$68,626.00</b>	<b>\$402,255.75</b>	5%	\$189.75	\$1,542.12	\$1,731.87	2					
Heritage Hog	1		0	1		\$1,752.00		\$8.00		\$1,752.00	\$2,713.00	\$4,465.00						No Commission taken from HH				
<b>Grand Total</b>	194		145	49						<b>\$335,381.75</b>	<b>\$71,339.00</b>	<b>\$406,720.75</b>										

\*Includes Out of County Truck



	Area	Proposed Change	Operational/Policy	Status
<b>Rule Changes</b>				
1	First Page & Throughout	Change dates for 2024	clerical	
2	First Page & Throughout	Change Vet Check to Health Check		
3	First Page	Remove Pygmy Goats		
4	Schedule	Swap FFA and 4-H show orders	clerical	
5	Schedule	Change Best Dressed Goat/Lamb Contest to Goat Fitting Contest		
6	Schedule	Remove Pygmy Goats		
7	Rules & Conditions	Update link for 2024 State Rules for California Fairs	clerical	
8	Rules & Conditions	FFA exhibitors -- add "provided they are enrolled in a post-High School FFA school program.		
9	Exhibitor Credentials	Make it clear that wristbands are for large animal exhibitors.		
10	Exhibitor Credentials	Camping is for families whose exhibitors are showing large animals.		
11	Camping & Parking	Add "No parking of vehicles allowed in the camping area. Use designated parking areas. Livestock volunteer parking area is by permit only."		
12	General Rules	11. Change wording to prohibit adults from helping. State Rule Page 16.		
13	General Rules	Add rule that permits livestock volunteers to use animals for livestock judging and round robin contests without permit of exhibitor.	policy	
14	Auction	10. Remove "drapes" from what can be used on auction platform.	clerical	
15	General Rules	Pop-ups must not have side panels attached.	operational	
16	Natural Fed	Remove "Reserve Grand" from rule 11. Change to "Natural Fed Champions and Reserve Champions..."		
17	Code of Conduct	Add language about grooming - adults prohibited to help.		
18	Code of Conduct	Include "siblings" in list of people who need to sign.	clerical	
19	Checklist	Add picture of scrapie tags. Numbers must include all characters and digits.		
20	Rabbits	Remove pet rabbits for animals eligible for showmanship. We don't have pet rabbit classes.	clerical	
21	Beef	Tagging will be on May 9, 2024.	clerical	
22	Beef	change rule 8 for 2025 fair.		
23	Bred/Fed & Natural Fed	remove crossed-out info.	clerical	
24	Dairy Cattle	6. Add Straw Bedding only.		
25	Dairy Cattle	7. (Milking) Strike out last sentence. Add "Contact Department Head for disposal."		
26	Dairy Cattle	Remove Bull classes		
27	Dairy Cattle	Remove Young Herd Class		
28	Dairy Cattle	FFA & 4-H Chapter Groups - strike "not more than two to be owned by one member."	clerical	
29	Market Hogs	1. Make language stronger to prohibit any colored or color-releasing lotions, oils, etc. Disallow powder.		
30	Dairy Goats	Remove Best Udder from overall champions.		
31	Showmanship	Move to part of rules sections. Need consequences for not participating, being DQ'd, etc.	policy	
32	Round Robin	Add 9. Spectators and participants may not speak with any judge.	policy	

33	Livestock Camping Rules	Add "No parking of vehicles allowed in the camping area. Use designated parking areas. Livestock volunteer parking area is by permit only."	policy	
<b>Suggestions</b>				
S1	Auction	Have 20x40 tent for shows and auction from gate to office		
S2	Auction	Have two photographers.		
S3	Auction	Change order for champions to Hog, Sheep, Goats, Beef - follow up with the rest of the beef.		
S4	Code of Conduct	Collect forms at end of meeting -- do not collect at scales.		
S5	Carcass Contests	Raise entry fee to include wristband.		
S6	Showmanship	Don't allow feeders.		
S7	Poultry	I'd like to renumber the divisions so that the non-standard bird division follows the "All other Standard Breeds" division in the Large Fowl section. I'm thinking the divisions can be numbered 10-16 for Large Fowl, 20-25 for Bantams, 30-36 for Waterfowl, 40 for Turkeys,		
		50 for Guinea Fowl, 60 for Utility Fowl, 70 for Meat Pens, 80 for Showmanship, 90-92 for Knowledge Bowl, Egg Judging, and Educational Displays.		
S8	Poultry	Eliminate paper entry forms.		
S9	Extended Area	Allow extended area beef exhibitors to enter drawing for hog/lamb/goat. Local area beef exhibitors are allowed to show and sell their market beef animal plus another non-beef animal.		