

Routt County Junior Livestock Sale Committee
1901 Pine Grove Road, Suite 101
Steamboat Springs CO 80487
<http://rcjuniorlivestocksale.weebly.com/>



September 10, 2024

Congratulations on the successful culmination of a 4-H year well done! Your hard work, sweat and tears paid off in a big way, and we are proud of all you accomplished. On the reverse side of this letter, you'll find the breakdown of the 2024 Livestock Sale, and how we calculated your auction commission.

You can see that if it weren't for the amazing corporate sponsorship of **Pinnacle Buildings** and private donations from **Commercial Property Group, One Account at a Time and Gittleson Family Agency**, your commission would be much higher. In addition, **Barbara Cannizzo, Steamboat Ace Hardware and Murdoch's** gave an Add-On to every single auction contestant. The effort you, and each exhibitor, puts into marketing the sale is evident in the sale prices and add-ons. **The gratitude you share with your buyers, add-on donors and sponsors will make a difference in future sales.** Please thank them for their generosity.

In summary, auction commissions are as follows:

| | |
|------------------------------|---------|
| Poultry, Rabbit, Sheep, Goat | \$66.38 |
| Beef | \$69.48 |
| Pork | \$82.26 |

Market prices were gathered during the week of fair. The market prices are based off the live weight of the animal and are as follows:

| | |
|------|-----------|
| Beef | \$1.95/lb |
| Pork | \$1.10/lb |
| Lamb | \$1.90/lb |
| Goat | \$2.15/lb |

Don't hesitate to reach out with any questions, comments or suggestions. This is your auction so please share your feedback so we can work to together to make it better.

Sincerely,

RC Jr. Livestock Sale Committee Members: Adonna Allen, Ashley Lowe, Becky Heid, Belinda Rossi, Justin Warren, Kathy Yeiser, Kristen Lucero, Lane Iacovetto, Monica Case, Renee May, Tyler Manzanares

| | 2024 SALE ACTUAL YTD |
|--|---------------------------------|
| Ordinary Income/Expense | |
| Income | |
| Direct Public Support | |
| Corporate Sponsorships | 7,500.00 |
| Other Contributions | 1,500.00 |
| Total Direct Public Support | 9,000.00 |
| Investments | |
| Interest | 40.63 |
| Total Investments | 40.63 |
| Meat Processing | |
| Collected for Donated Meat Processing | 6,000.00 |
| Total Meat Processing | 6,000.00 |
| Other Types of Income | |
| Credit Card Transaction Fees Collected | 3,555.04 |
| Misc | 1.00 |
| Total Other Types of Income | 3,556.04 |
| Net Income from Private Treaty/Buyback Sales | 152.10 |
| Total Income | 18,748.77 |
| Expense | |
| Buyer Appreciation | |
| Buyer Banners | 519.73 |
| Buyer Gifts | 1,845.00 |
| Buyer Pins | 94.00 |
| Photographer | 3,863.00 |
| Total Buyer Appreciation | 6,321.73 |
| Contract Services | |
| Accounting Services | 1,500.00 |
| Credit Card Transaction Fees | 6,738.23 |
| Total Contract Services | 8,238.23 |
| Facilities and Equipment | |
| Table & Chair Rentals | 291.00 |
| Total Facilities and Equipment | 291.00 |
| Insurance | |
| Auction Insurance | 502.00 |
| D & O Insurance | 633.00 |
| Treasurer's Bond | 359.00 |
| Total Insurance | 1,494.00 |
| Marketing & Promotion | |
| Mainstreet Banner | 1,167.95 |
| Posters, Postcards & Postage | 396.85 |
| Social Media | 600.00 |
| Total Marketing & Promotion | 2,164.80 |
| Meat Processing for Donated Animals | 6,889.03 |
| Operations | |
| Colorado Secretary of State | 10.00 |
| Declaration Forms | 575.56 |
| Total Operations | 585.56 |
| Total Expense | 25,984.35 |
| Net Ordinary Income/Loss | -7,235.58 |
| Net Income/Loss | \$ (7,235.58) |
| Total # Animals Sold at Auction | 109 |
| Base Commission per Animal | \$ 66.38 |
| Beef Brand Inspections | \$ 74.45 |
| # Steers Sold at Auction | 24 |
| Additional to Beef entries | \$ 3.10 |
| Base Commission per Animal | \$ 66.38 |
| Total Beef Commission | \$ 69.48 |
| Pork Check Off | \$ 825.48 |
| # Pigs Sold at Auction | 52 |
| Additional to Pork entries | \$ 15.87 |
| Base Commission per Animal | \$ 66.38 |
| Total Pork Commission | \$ 82.26 |