

## Sales Meeting Notes 10/29/2019

**Buyers Dinner-** Everyone agreed that the catering went well and having the dinner the same day as the sale. We discussed moving the start time back to 3:30 instead of 2:00 and that only each member would receive a ticket to attend and all family members needed to buy tickets for \$10.00 each. If parents want to attend, they must buy their tickets from the office prior to set up before fair so we can get the count to the caterer. Will look at ways to do this next year. We also discussed shutting the BHB building down while the sale and buyers' dinner are going on so outside people are not walking in. Look at getting a few people to greet the buyers.

1. **Katie will contact Aaron to see if he is interested in next fairs buyers dinner.**

**Photo's-** Discussed how the photos went having them the morning over. There were positive and negative feedback. Need to talk to the buyers. Some buyers received them, and some did not. The quality of the picture with the animal and kid weren't as good since he couldn't photoshop each picture. Will work with Kevin to see if we can have a picture day instead of show days. Kevin also needs to find a place to print them since Costco is shutting photo lab down. Need to wait to see what happens with the dress code that is being brought forward.

1. **Katie will contact Kevin to ask his opinions on doing a picture day in the morning on Wednesday to get all animals completed.**

**Marketing Plan-** Discussed the marketing plan and where those numbers came from regarding number of new buyers and how they were considered "new buyers". Also, a lot of buyers voiced no one marketed to them and that is what they are looking for is the kids to come visit. Look at ways to make the kids go out and market and reward with a gift card if they get signatures from the buyers they marketed to.

1. **Will work on ways to get more kids to go market to buyers in the community.**

**Kill Floor-** Received lots of reports of the quality of meat that was coming back. K&S will not process any animals if they are sent to Tizer Meats for killing. There were issues with carcass evaluation and coordination issues. Need to look at another option or going back to Ranchland in Butte for all animals.

1. **Karyn will call Ranchland to get our sale on the calendar.**

**Resale-** Need to clean up the resale bid process. Need to send bid forms in to open by Friday instead of Saturday morning. Need to evaluation form and look at who else we could send that out to, (K&S, Pace, Jeff, David, and Tizer Meats).

**Blue Ribbon-** We will be using fair entry going forward. Alexis reviewed it and they have demo's available. Need to look into if the contacts will transfer over and what it costs.

1. **Alexis will set up a demo date and get the cost to David to put into the budget for this year.**

Other items:

David will reach out to Pates about next year.

Alexis will send the exhibitor book to David and David will send out the all sups.