

2023 El Paso County Junior Livestock Sale



BUYER SALE CATALOG

Sale Manager Contact Information:

Patty Woodard – (719) 439-2010

Email: epcojrlivestocksalecommittee@gmail.com

Dear Valued Junior Livestock Sale Buyer,

First there was unbelievably wet weather and now the heat index is on the rise. As a result, the theme for the 2023 El Paso County Fair of "A Summer to Remember" appears to be very appropriate. We welcome you to the 2023 El Paso County Junior Livestock Sale and appreciate you being here to support our hard working 4-H and FFA exhibitors.

The valuable life skills the 4-H and FFA programs provide has become even more apparent in today's job market. The hands-on opportunities provided by the programs instill confidence, the ability to work well with others, aptitude to endure challenges, and the commitment to stick with a job until completed. These skills empower our young people to become true leaders and the reliable employees our society needs today.

The El Paso County Junior Livestock Sale Committee is once again partnering with StockShowAuctions.com to provide for online auction style bidding in conjunction and simultaneous with the live 2023 Junior Livestock Sale. The partnership allows Buyers the option of attending the Sale in person or the flexibility to view and bid online using a computer or mobile device from any location in the country. In addition, the Online Platform provides educational features intended to assist exhibitors with marketing their projects and driving additional financial benefit from supporters. Visit the Stockshowauctions.com portal (<https://www.stockshowauctions.com/>) to check out the exhibitor profiles created by the exhibitors. We hope early access to the Sale Catalog will assist you in evaluating your selections and planning your day.

We encourage you to visit with the exhibitors in their stalling areas between 10:30 am and Noon. There you'll find how knowledgeable and passionate they are about their projects.

We are excited to announce the launching of our own EPC Jr Livestock Sale website (<https://www.epcjrLivestocksale.com/>). We hope going forward this will be your one stop shop for all things related to the Junior Livestock Sale. You are also invited to follow EPC JR LIVESTOCK SALE on Facebook.

Buyer registration will occur in Owen Livestock Arena. Buyer numbers and BBQ tickets will be provided at the registration table. This year the Buyer BBQ will be held in the privacy of Swink Hall, which is located on the north side of the fairground complex, from 10:30 a.m. to 12:30 p.m. prior to the Sale.

Pre-sale activities, including the recognition scholarship recipients and award presentations, will begin in Owens Livestock Arena at 12:30 p.m. The Sale will begin at 1:00 p.m. with the Sale of Champions, followed by rotating rounds of each species.

The sale arena has been redesigned and provides for reserved registered buyer seating.

The live auction for bidding on and purchasing animals will begin at 1:00 MST on Saturday, July 22, 2023 in Owens Arena at the El Paso County Fair and Event Center, located at 366 10th Street, in Calhan, Colorado.

Businesses and individuals wishing to support the exhibitors can do so in two ways: one is by bidding and purchasing the animal and the second is through "Add-Ons" in any amount. Details regarding the buying options, payment terms and custom meat processors are provided on the following pages.

If you are unable to attend in person we encourage you to bid online at <https://www.stockshowauctions.com/>. In addition, phone or proxy bidding arrangements can be made by contacting the Sale Manager at the phone number or email listed on the front page of this catalog.

Thank you for choosing to support our 4-H and FFA youth and in hopefully making this a "Sale to Remember" at the "Summer to Remember" 2023 El Paso County Fair. Your continued commitment is truly appreciated!

With Much Appreciation,

El Paso County Junior Livestock Sale Committee

WAYS TO PARTICIPATE IN THE EL PASO COUNTY JUNIOR LIVESTOCK SALE

The following information provides information regarding the Terms of the El Paso County Junior Livestock Sale and how you can support the 4-H and FFA Exhibitors.

Simulcast Auction Sale Date: Saturday, July 22, 2023 at 1:00 p.m. MST

Information regarding the 2023 Junior Livestock Sale:

BEEF, SHEEP, SWINE, POULTRY and RABBITS will be offered as TERMINAL ONLY. All animals will be offered for sale and will transfer ownership to the highest paying bidder. Winning Buyer designates one of the following two options: **CUSTOM HARVEST OR BUYBACK.**

1. RETAIN FOR YOUR OWN USE/CUSTOM HARVEST

Buyer obtains ownership of the purchased animal and pays the full bid price to the El Paso County Junior Livestock Sale Committee. Buyer selects a Custom Meat Processor and the animal is transported to the selected Custom Meat Processor by the Sale Committee. Only Custom Meat Processors on the predefined list included in the Sale Catalog are allowed. Buyer contacts the selected Custom Meat Processor on the Monday following the Sale and provides cutting instructions for the meat. The Buyer is responsible for paying the processing cost to the custom processor when the meat is picked up.

The example provided below is for illustration and estimation purposes only based on the purchase of a market beef.

FORMULA:

Buyer's Bid Price (Full Price)
(+) Processing Cost
(x) Carcass Weight
(=) Total Freezer Price to Buyer

EXAMPLE:

| | |
|---|---------------|
| 1,300 lb. Steer @ Bid Price of: | \$4,000 |
| (+) Processing (\$1.08/LB x 815 lbs. + Harvest Charge \$110): | <u>\$ 990</u> |
| (=) Total Freezer Price: | \$4,990 |

(Total cost of \$4,990 divided by Hanging Weight of 815 lbs. = \$6.12 per pound for all cuts of meat)

2. BUYBACK

The buyer is obligated to pay only for the difference between the market price and the full bid price (your bid). The Sale Committee will buy back the animal at market price. The buyer pays only the difference to the Sale Committee; **NO** other arrangements are necessary. The example provided below is for illustration and estimation purposes only:

FORMULA:

Buyer's Bid Price (Full Price)
(-) Buyback Amount (Market Price x Weight)
(=) Net Cost to Buyer

EXAMPLE:

| | |
|--|----------------|
| 1,300 lb. Steer @ Bid Price of: | \$4,000 |
| (-) Buyback Amount (Market Price x Weight: 1,300 @ \$1.75) | <u>\$2,275</u> |
| (=) Net Cost to Buyer | \$1,725 |

ADD-ON OPTION – An additional way to participate

Add-Ons are straight donations to the exhibitors and no purchase is necessary. The opportunity to participate as an Add-On contributor will be open from Saturday, July 22, 2023 at 1:00 p.m. until 5:00 p.m. Tuesday, July 25, 2023 on the StockShowAuctions.com online platform.

If you are unable to purchase an animal, the Add-On option offers an opportunity to provide support to the exhibitors. If you choose this option, you can add a set dollar amount to a specific or multiple exhibitor's animal.

For the 2023 Junior Livestock Sale, it is highly recommended that Add-On contributions be conducted through the online sale platform at www.stockshowauctions.com.

Add-On contributions can also be completed at the live auction by completing an Add-On form obtained at the Buyer registration or settlement table. Please include Sale Order (Lot) number, exhibitor name, and Add-On amount you wish to contribute.

TAX DEDUCTIBLE EXPENSE:

Buyer's bid amounts **over the market price** is a tax deductible expense in most cases.

TERMS OF SALE:

Payment for purchases can be made by personal/business check, cash, debit or credit card at any time during the sale or at the conclusion thereof. Buyers of multiple animals will be given a summary and a combined total of their purchases. There will be a 3.9% convenience fee assessed on debit/credit card payments.

In addition, electronic invoices will be emailed at the conclusion of the Add-On portion of the Sale on Tuesday, July 25, 2023.

To promptly remit payments to our exhibitor, we appreciate payments within 24 hours of the Sale or receipt of the invoice. Any requests for other payment arrangements should be directed to Sale Manager, Patty Woodard at (719)439-2010 or email at epcojrlivestocksalecommittee@gmail.com.

MAKE CHECKS PAYABLE TO: El Paso County Livestock Sale Committee or EPCLSC.

**2023 EL PASO COUNTY FAIR
CUSTOM PROCESSOR INFORMATION**

BUYERS: PLEASE CALL your processors first thing **MONDAY MORNING** to make arrangements for your custom processing. The pricing listed below was gathered from the processor's websites as of June 6, 2023, is subject to change by the processor and is not guaranteed by the Sale Committee.

BEAR CREEK MEAT PROCESSING – NO POULTRY OR RABBITS

1501 Arch St
Colorado Springs, CO 80904
Phone: 719-475-0291 Cell: 719-439-5226

Beef: \$0.98 per Pound. **Call for cut sheet**

**Harvest Charge: \$110 at Zettlemoyers (Z's)

Hog: \$1.08 per lb.; Extra charge for Bacon, Ham, Sausage **Call for cut sheet** Seventeen (17) different sausage options range in price \$2.50 to \$6.25

**Harvest Charge: \$65.00 at Zettlemoyers (Z's)

Goat/Lamb: \$80.00 Minimum, Over 70lbs is \$1.15 per Pound. **Call for cut sheet**

**Harvest Charge: \$65.00 at Zettlemoyers (Z's)

**** The Sale Committee will add the "Harvest Charge" to the bid price. You will then only pay the processing fee at the time the meat is picked up**

**ELIZABETH LOCKER PLANT, INC
NO POULTRY, OR RABBITS – LIMITED SHEEP & GOAT SLOTS**

366 Grant Street
Elizabeth, Colorado 80864
Phone: 303-646-4020 Fax: (303) 688-2240

Beef: Processing: \$1.40 hanging weight, double wrapped; Hamburger grinding \$.25/lb.
Tenderizing: \$.53/lb.; Patties: \$1.05/lb.; Cube steak: \$1.05/lb.; Cut and Packed in Quarters: \$1.65/lb.
Harvest Charge: \$125 plus hide

Pork: Processing: \$1.11/lb. hanging weight, double wrapped; Grinding: \$.25/lb.; Seasoned Sausage: \$.70/lb.; Curing: \$1.30/lb.; Harvest Charge: \$69

Goat/Lamb: Flat fee of \$250

JENSON'S BLUE RIBBON PROCESSING - NO LAMBS, GOATS, POULTRY OR RABBITS

208 East Santa Fe
Fowler, Colorado 81039
Phone: 719-263-4293

Beef: Processing: \$1.15/lb. hanging weight, cut and wrapped; Vacuum Packed; Patties: \$.75/lb.
Ask us about our beef specialty sausage.
Harvest Charge: \$190

Pork: Processing: \$1.15/lb. hanging weight, cut and wrapped or vacuum packed; Curing: \$1.10/lb.; Bulk sausage: \$.75/lb.; Link sausage: \$2.50/lb. (minimum 25 lbs); Patties \$1.40/lb.; Harvest Charge \$120

RANDY'S CUSTOM PROCESSING – NO POULTRY OR RABBITS

15250 Ellicott Highway
Calhan, Colorado 80808
Phone: 719-491-9031

BEEF: Processing: \$.95/lb. hanging weight, cut and wrapped
**Harvest Charge: \$110 at Zettlemoyers (Zs)

PORK: Processing: \$.95/lb. hanging weight, cut and wrapped; Curing: \$1.05/lb.; Sausage: \$2.50/lb.
**Harvest Charge-\$65 at Zettlemoyers (Z's)

LAMB/GOAT: \$95 per head, cut and wrapped
** Harvest Charge \$65 at Zettlemoyers (Z's)

**** The Sale Committee will add the "Harvest Charge" to the bid price. You will then only pay the processing fee at the time the meat is picked up****

SIMLA FROZEN FOOD LOCKER - ALL LIVESTOCK INCLUDING POULTRY AND RABBITS

101 Pueblo Ave, PO Box 187
Simla, Colorado 80835
Phone: 719-541-2360

BEEF: Processing: \$1.08/lb. hanging weight, cut and vacuum wrapped; Tenderizing: no charge. Patties: \$.55/lb.; Stew or fajita meat: No extra charge; Harvest Charge \$105 + hide

PORK: Processing: \$1.08/lb. hanging weight, cut and vacuum wrapped; Sausage: \$.75/lb.; Chorizo: \$1.30/lb.; Fresh Link Sausage \$2.00/lb.; Breakfast Link Sausage: \$2.50/lb; Smoked Link Sausage: \$4.00/lb.; Curing and Smoking: \$1.25/lb. All curing is done at the plant. Harvest Charge- \$50

LAMB/GOAT: \$120 per head, regardless of weight, cut and vacuum wrapped

RABBITS: \$7.70 per head

POULTRY: \$7.15 per head **TURKEYS:** \$1.65/lb. dressed weight **WATERFOWL:** \$19.80 per head

TED BAKER GAME PROCESSING AND CUSTOM CUTTING - NO POULTRY OR RABBITS

12505 Peyton Highway
Peyton, Colorado 80831
Phone: 719-502-5086/719-502-6246

www.tedbakermcats.com- Cut sheets Available Online

BEEF: Processing: \$1.08/lb. hanging weight, cut and wrapped;
**Harvest Charge-\$110 at Zettlemoyers (Z's)

PORK: Processing: \$1.08/lb. hanging weight, cut and wrapped; Ham/Bacon curing: \$1.25/lb.
**Harvest Charge-\$65 at Zettlemoyers (Z's)

LAMB/GOAT: \$50 minimum per head or \$.97/lb. cut and wrapped.
**Harvest Charge- \$65 at Zettlemoyers (Z's)

**** The Sale Committee will add the "Harvest Charge" to the bid price. You will then only pay the processing fee at the time the meat is picked up****

THANK YOU

2023 EL PASO COUNTY JR LIVESTOCK SALE SPONSORS



Builders First Source
C & C Sand & Stone Company
R&S Powder Coating, LLC
The Calhan Posse
Pikes Peak Posse
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2023 Century Club Members

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|---|---|--|
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PROTEIN FOR HELPING OTHERS (P4-HO) PROGRAM

The United States continues to be one of the wealthiest and most prosperous countries in the world. In Colorado, El Paso County ranks 10th in per capita income. Although America continues to prosper, food insecurity continues to be a serious concern with many implications for nutrition and health. Food insecurity affects cognitive development, behavioral and psychosocial dysfunction and overall health. Subsequently, the inability to purchase enough nutritious food adversely contributes to poor health effects.

For Food Banks, meat (protein) continues to be the most in demand food item, with unfortunately one of the highest costs to obtain. As a result, devising a means to supply donated meat helps address the food insecurity needs of the local community.

Service and community development is a major component of the 4-H program. By connecting youth members to the community, it allows them to make an impact in people's lives. In addition, community service provides transformational experience, which contributes to the development of contributing members of society.

As a result, the **Protein 4 Helping Others (P4-HO) program** has been developed to bring together corporate and individual sponsors, Colorado State University Extension, 4-H Youth, the El Paso County Junior Livestock Sale Committee, and the Colorado Springs Rescue Mission to provide for the implementation of the following objectives.

1. Serve as a model of service for 4-H youth involved in Junior Livestock projects.
2. Supply a much needed protein source to the hungry at the Springs Rescue Mission.
3. Provide an avenue for corporations, small business or philanthropist to fund both 4-H Youth and support the Springs Rescue Mission.
4. All groups and individuals who participate will be contributing to developing and improving the El Paso County Community.

P4-HO Program Methodology:

1. Sponsored funds will be used to cover the market price (floor) for those animals designated for buy-back during the Junior Livestock Sale at the El Paso County Fair and the associated processing fees.
2. The meat will then be donated to the Springs Rescue Mission.
3. The 4-H members will see that their food products went directly into the local food chain and supported the less fortunate in our community.
4. Donations/sponsorships will be tax deductible.

The P4-HO Program is a collaboration between Colorado State University Extension 4-H and the El Paso County Junior Livestock Sale to benefit the Springs Rescue Mission by providing whole-some protein sources that will strengthen our community.

If you wish to learn more about this program or wish to make a contribution, please contact Cheryl Nunnali at (719) 649- 2776 or cnunnali@aol.com

2023 PROTEIN 4-HELPING OTHERS (P4-HO) SPONSORS

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