

2021

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,

We are looking forward to a “Time to Celebrate” with buyers and exhibitors alike at the 2021 El Paso County Junior Livestock Sale. It is exciting to once again gather in a normal atmosphere and celebrate the hard work of our 4-H and FFA exhibitors.

The 4-H and FFA programs provide hands-on opportunities designed to enhance life skills such as 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 reliable employees our society is in need of today.

We invite you to check out the “Investing in Futures” infographic on the El Paso County Fair Junior Livestock Sale webpage, which highlights a few of our El Paso County 4-H Alumni sharing how the program impacted their careers and life skills. (Weblink: <https://www.elpasocountyfair.com/p/getconnected/junior-livestock-sale> click on the right arrows of the “Celebrating Our Alumni” picture to view the presentation). You will enjoy seeing the results of your past investments in our El Paso County youth.

The El Paso County Junior Livestock Sale Committee is excited to again be partnering with StockShowAuctions.com to provide for online auction style bidding in conjunction and simultaneous with the live 2021 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.

The live auction for bidding on and purchasing animals will begin at 1:00 MST on Saturday, July 17, 2021 in Owens Arena at the El Paso County Fair and Event Center, located at 366 10th Street, in Calhan, Colorado.

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.

The Buyer BBQ will be held between 10:30 a.m. and 12:30 p.m. The service line is located south of the Big R Pavilion. There are reserved tables to enjoy your meal inside the Big R Pavilion.

Pre-sale activities, which include the recognition of the 2021 scholarships recipients and award presentations, will begin in Owens Livestock Arena at 12:30 p.m.

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 is provided on the following pages.

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.

Your outpouring support for our 4- H and FFA youth continues to be overwhelming. Thank you for choosing this “Time to Celebrate” with us and to invest in the future of our hard working youth. Your continued support 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 17, 2021 at 1:00 p.m. MST

Information regarding the Rabbit Offering in the 2021 Junior Livestock Sale:

RABBITS will be offered as a **PREMIUM ONLY** disposition. The market rabbit show had to be cancelled this year due to the detection in Colorado of Rabbit Hemorrhagic Disease Virus type 2 (RHDV- 2). While RHDV-2 does NOT affect humans or domestic species other than rabbits, it is highly contagious and lethal among rabbits. As a result, in order to allow our Rabbit Exhibitors to participate in the Junior Market Sale this year, the Sale format will be **PREMIUM ONLY**. No project will be offered or transfer ownership. The winning bid is a donation from the Buyer to the Exhibitor.

BEEF, SHEEP, SWINE, and POULTRY 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:

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:	\$3,600
(+) Processing (\$.87/LB x 815 lbs. + Harvest Charge \$85):	<u>\$ 794</u>
(=) Total Freezer Price:	\$4,394

(Total cost of \$4,394 divided by Hanging Weight of 815 lbs. = \$5.39 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:	\$3,600
(-) Buyback Amount (Market Price x Weight: 1,300 @ \$1.00)	<u>\$1,300</u>
(=) Net Cost to Buyer	\$2,300

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 17, 2021 at 1:00 p.m. until 7:00 p.m. Tuesday, July 20, 2021 on the StockShowAuctions.com online platform.

If you are unable to purchase an animal, the "Add-on" option offers an opportunity 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 2021 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 tag 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 20, 2021.

In order 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.

**2021 EL PASO COUNTY FAIR
CUSTOM PROCESSOR INFORMATION**

BUYERS: PLEASE CALL your processors first thing **MONDAY MORNING** to make arrangements for your processing and pick-up of your sale purchase. Pricing listed is current as of July 13, 2021, but subject to change by processor.

ELIZABETH LOCKER PLANT, INC - NO LAMBS, GOATS, POULTRY, OR RABBITS

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

Beef: Processing: \$1.10 hanging weight, double wrapped; Hamburger grinding \$.25/lb.
Tenderizing: \$.53/lb.; Patties: \$.88/lb.; Cube steak: \$.88/lb.; Cut and Packed in Quarters: \$1.20/lb.
Harvest Charge: \$106 plus hide Beef Carcass > 1,000 lbs \$150 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

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

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

Beef: Processing: \$.95/lb. hanging weight, cut and wrapped; Vacuum Packed, additional \$.10/lb.; Cut and packed in Quarters \$.10/lb.; Patties: \$.60/lb. with a minimum of 10/lb.

Ask us about our beef specialty sausage.

Harvest Charge: Hanging weight < 1,000 lbs. = \$80; Hanging weight > 1,000 = \$150

Pork: Processing: \$.95/lb. hanging weight, cut and wrapped or vacuum packed; Curing: \$.95/lb.; Bulk sausage: \$.65/lb.; Link sausage: \$1.65/lb.; Patties \$1.20/lb.; Harvest Charge \$75

RANDY'S CUSTOM PROCESSING – NO POULTRY, OR RABBITS

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

BEEF: Processing: \$.85/lb. hanging weight, cut and wrapped

**Harvest Charge: \$95 at Zettlemoyers (Zs)

PORK: Processing: \$.85/lb. hanging weight, cut and wrapped; Curing: \$.95/lb.; Sausage: \$2.00/lb.

**Harvest Charge-\$55 at Zettlemoyers (Z's)

LAMB/GOAT: \$95 per head, cut and wrapped

** Harvest Charge \$55 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: \$.98/lb. hanging weight, cut and vacuum wrapped; Tenderizing: no charge. Patties: \$.55/lb.; Stew or fajita meat: No extra charge; Harvest Charge \$95 + hide

PORK: Processing: \$.98/lb. hanging weight, cut and vacuum wrapped; Sausage: \$.65/lb.; Chorizo: \$1.20/lb.; Fresh Link Sausage \$2.00; Breakfast Link Sausage: \$2.50; Smoked Link Sausage: \$4.00/lb.; Curing and Smoking: \$1.00/lb. All curing is done at the plant. Bacon with a honey cure without sodium nitrate is available. Harvest Charge- \$50

LAMB/GOAT: \$100 per head, regardless of weight, cut and vacuum wrapped

POULTRY: \$6.50 per head

TURKEYS: \$1.50/lb. dressed weight

WATERFOWL: \$18 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: \$.90/lb. hanging weight, cut and wrapped;
**Harvest Charge-\$95 at Zettlemoyers (Z's)

PORK: Processing: \$.90/lb. hanging weight, cut and wrapped; Ham/Bacon curing: \$1.25/lb.
**Harvest Charge-\$55 at Zettlemoyers (Z's)

LAMB/GOAT: \$45 minimum per head or \$.90/lb. cut and wrapped.
**Harvest Charge- \$55 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****

RED BOAR MEATS CUSTOM PROCESSING

Pueblo, CO
Plant: 719-948-2222 Zack Mauro: 719-994-1093

BEEF: Processing: \$.95/lb. hanging weight, cut and wrapped; Harvest Fee: \$125

PORK: Processing fee includes sausage \$1.25/lb. hanging weight, cut and wrapped; Bacon: \$2.35/lb.
Butcher fee \$75

LAMB: \$150 per head, cut and wrapped

GOAT: \$125 per head, cut and wrapped

THANK YOU

2021 EL PASO COUNTY JR LIVESTOCK SALE SPONSORS



Ed Glaser Propane, Inc.

Farmers State Bank

Premier RV & Trailer Sales, Inc.

Ledom Performance Equip & Diesel Repair

The Calhan Posse

Magnafuel Products

Accolade Homes of Calhan

NAPA of Calhan

Kent & Wilma Greenwood

S & T Auto

Calhan Feed & Supply

Humble BBQ

Rampart Supply, Inc.

Precision Interior Trim, Inc.

Watts Uphitting

Harding Nursery

A & E Tire

Woodard Limousin

Mountain Splendor Services, Inc.

A & M Repair

Rafter 6W Feeders

BMC

Dan Elwood

Herman Stuke

2021 Century Club Members

Auto Truck Services

Calhan Veterinary Clinic

Duane Esarey

Barbara Gieck

Martin & Jacque Harding

Albert & Lora Kobilan

Randy & Tena McElvain

Richard & Terri Parks

John & Patrice Pieper

Charles & Jeanne Reed

Monty & Betty Whitney

Bob & Mary Wilcox

Mike & Jan Bohart

Dennis & Cheryl Carter

Herb & Shirley Eichman

Gary & Georgianna Glover

George & Christina Keller

John & Jan Keller

Harold & Jeannine Meinzer

NAPA of Calhan

Ranchland News

Chris & Leah Turner

Judy Whittemore

Boyer Ranch – Dixie & Jason Boyer

Richard & Norma Carter

Scott Fortney-Independent Financial Solutions

Dave & Carrie Guy

KSA Financial & Tax Service – Karen Absher

Kunau Drilling

Mountain Splendor Services – Dan & Sue Combs

Pikes Peak Cattlewomen

P&P Cattle – Gary & Sydney Paul

Prescott Ranches, LLC – Paul & Judy Redner

Tanner Cattle Co. – Dick, Sandra, & Nate Tanner

Woodard Limousin – Rodger & Patty Woodard

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

2021 PROTEIN 4-HELPING OTHERS (P4-HO) SPONSORS

Larry & Cheryl Nunnali
Northwest Colorado 4-H Expo
Ronald & Bonnie Young
Zettlemoyer Custom Meat Processing

ENT Credit Union
Wade & Cynthia Yoder
Carl & Paula Cochran
Dawn Wheeler
In Memory of Shorty Roth