



# 2023



## Rockingham County 4-H & FFA Livestock Show

### Schedule

#### SUNDAY, AUGUST 13<sup>th</sup>

6:00 a.m. start time.....Weighing & Grading Hogs, Lambs, and Goats  
Location: Rockingham County Fairgrounds

#### SUNDAY, AUGUST 13<sup>th</sup>

4:00 p.m. start time ..... Weighing & Grading Market & Dairy Steers  
Location: Shenandoah Valley Livestock Sales

#### MONDAY, AUGUST 14<sup>th</sup>

1:00 p.m. ....Market Lamb Showmanship & Show

#### TUESDAY, AUGUST 15<sup>th</sup>

10:00 a.m. ....Market Goat Showmanship & Show  
30 minutes following Dairy Show.....Market Dairy Steer Showmanship & Show

#### WEDNESDAY, AUGUST 16<sup>th</sup>

9:00 a.m. ....Market Steer Showmanship & Show  
5:00 p.m. ....Market Hog Showmanship & Show

#### FRIDAY, AUGUST 18<sup>th</sup>

2023 Sale Order: Steers, Goats, Hogs, Lambs and Dairy Steers

11:00 p.m. .... Announcements/Floor Bidding  
11:30 p.m. .... \*Estimated Steer Sale Start Time  
12:45 p.m. .... \*Estimated Goat Sale Start Time  
3:00 p.m. .... \*Estimated Hog Sale Start Time  
6:00 p.m. .... \*Estimated Lamb Sale Start Time  
7:30 p.m. .... \*Estimated Dairy Steer Sale Start Time

*\* Sale times are estimated and may begin earlier or later than indicated.*

*Next sale will immediately follow the preceding sale without delay.*

**Buyer Appreciation and Recognition Dinner scheduled for:**

*Tuesday, September 12<sup>th</sup>*

*6:30 p.m.*

Rockingham County Fairgrounds Exhibit Hall

## Rockingham County 4-H & FFA Market Animal Show Buyer Contact Information

Exhibitor \_\_\_\_\_ Member of \_\_\_\_\_  
(4-H Club/FFA Chapter)

I will be showing/selling the following animals at the Rockingham 4-H & FFA Livestock Show and Sale.

Steers     Lambs     Goats     Hogs     Dairy Steers

**Thank you for your support of the 2023 Rockingham 4-H & FFA Livestock Show & Sale!**

### ***Special Thanks to:***

- Rockingham Livestock Sales – Staff time, energy, & use of facilities
- Shenandoah Valley Livestock Sales – Staff time, energy, and use of facilities
- Farm Credit of the Virginias – Showmanship cash awards, bidder cards, & sale meal
- West Rockingham Ruritan Club – Supplies for swine program
- Rockingham Farm Bureau Association – T-shirts to all exhibitors
- Rockingham Insurance – Buckets for all exhibitors
- T. B. Pallett – Mulch for sale ring
- Rockingham Cooperative (Harrisonburg) – Pharmaceuticals, supplies for steer, lamb, & goat initial weigh-ins & hog vaccinations
- Pam Sponagle – Donation of framed sale pictures of Champions & providing photos for newspaper ad
- Clover Hill Ruritans – Financial support
- Mistimorne Plants – Flowers for sale ring
- Dr. Rod Miller – Ashby Herd Health – Veterinary services for initial steer weigh-in
- Lee Newspapers, Inc. – Mailing and Postage
- A special thank you to all of the volunteers that help with preparations before, during & after the Fair

***This is a terminal sale and all animals are intended for slaughter.  
If buyers take animals home it is at their own risk.***

Haul out of animals will occur one-half hour following the end of the sale. **All livestock must be moved from the Fairgrounds by 8:00 a.m., Saturday, August 19<sup>th</sup>.** You must make your hauling, slaughter, and custom kill arrangements prior to the sale.

### **Slaughter and Processing Facilities**

Due to COVID-19 there has been a high demand for local processed meat, and many of our local processors are booked a year in advance. You may have to consider Flooring more animals than normal or taking the animals home with you and feeding them out to finish for slaughter at a later time.

Due to this high demand of local processed market animals this year, you **MUST** make an appointment with a Slaughter/Processing facility or have your own arrangements made **BEFORE THE FAIR/SALE**. If you need assistance in finding a Slaughter/Processing facility, please call the Rockingham Extension Office at 540-564-3080 and ask for Sam Leech.

Visit our website for up-to-date information!

**RockinghamMas.org**

## PURCHASING 4-H & FFA LIVESTOCK: A BUYER'S GUIDE

It is important for buyers to know just what can be done with 4-H & FFA livestock after purchase. There are three methods of handling the livestock, which are described below.

**Option 1: Purchase for Home Use:** A buyer purchasing livestock to be put in home freezers needs to make arrangements with a local processor to handle the livestock for them. If buyers need suggestions on processors, they can call the local Extension Office at 564-3080 for details. When livestock is slaughtered for home use, sales tax must be paid on the product. It is recommended that you contact the processor of your choice as soon as possible to book your order.

**Example:** Buyer purchases a 1300 lb. steer for \$2.15/lb. for the home freezer. The buyer will receive a bill for \$2,795.00 plus \$148.14 sales tax (5.3%). Thus total cost would be \$2,943.14 for the steer. Processing cost will run approximately another \$400 to \$500 depending upon how the meat is packaged.

**Example:** A 120 lb. lamb or goat purchased for \$7.50/lb. equaling a cost of \$900.00. Because it is going for home use, the buyer must pay sales tax of \$47.70 (5.3%) as well, equaling a total cost of \$947.70 for the purchase of the lamb or goat. Lamb or Goat slaughter and processing costs will run approximately \$70 to \$85.

**Example:** Buyer purchases a 250 lb. hog at \$3.25/lb. for the home freezer. The buyer will receive a bill for \$812.50 plus \$43.06 sales tax (5.3%). Thus total price would be \$855.56 for the hog. Processing cost will run approximately another \$150 to \$175 depending upon how the meat is packaged.

**Example:** A 90 lb. goat or lamb purchased for \$8.50/lb. equaling a cost of \$765.00. Because it is going for home use, the buyer must pay sales tax of \$40.55 (5.3%) as well, equaling a total cost of \$805.55 for the purchase of the goat or lamb. Goat or lamb slaughter and processing costs will run approximately \$70 to \$85.

**Option 2: Purchase with resale at floor (market) price:** The buyer may buy livestock with the intention of reselling the livestock at the floor (established market) price that is announced just prior to the sale of each species of livestock. Sales tax is **NOT** paid on livestock that is resold at the floor price.

**Example:** Buyer purchases a 1300 lb. steer for \$2.15/lb. If the floor price is \$1.25/lb., the buyer can "sell" the steer to the floor and pay the difference to the fair. (\$2.15 purchase price less \$1.25 floor price = \$0.90 net. \$0.90/lb. net cost times 1300 pound steer = \$1,170.00.) The buyer is billed for \$1,170.00 which may be a deductible advertising expense for a business.

**Example:** Buyer purchases a 120 lb. lamb for \$7.50/lb. If the floor price is \$1.60/lb., the buyer can "sell" the lamb to the floor and pay the difference to the fair. (\$7.50 purchase price less \$1.60 floor price = \$5.90 net. \$5.90/lb. net cost times 120 pound lamb = \$708.00.) The buyer is billed for \$708.00 which may be deductible as business advertising.

**Example:** Buyer purchases a 250 lb. hog at \$3.25/lb. If the floor price is \$0.50/lb., the buyer can "sell" the hog to the floor and pay the difference to the fair. (\$3.25 purchase price less \$0.50 floor price = \$2.75 net. \$2.75/lb. net cost times 250 pound hog = \$687.50). Thus, the buyer is billed for \$687.50 which may be a deductible advertising expense for a business.

**Example:** Buyer purchases a 90 lb. goat for \$8.50/lb. If the floor price is \$2.00/lb., the buyer can "sell" the goat to the floor and pay the difference to the fair. (\$8.50 purchase price less \$2.00 floor price = \$6.50 net. \$6.50/lb. net cost times 90 pound goat = \$585.00.) The buyer is billed for \$585.00 which may be deductible as business advertising.

**Option 3: Purchase by Proxy:** Again, this year the Rockingham 4-H & FFA Livestock Show and Sale Committee have the addition of a buyers committee. This committee was established to **assist** 4-H & FFA members in soliciting new support for the livestock sale. **This in no way takes the place of individual 4-H & FFA members marketing their own animals by personal contact.** With the growing number of entries, the need for continued and new support is great. This committee was set up to identify and contact businesses in the area who have not supported the sale in the past or who are no longer supporting the sale.

We encourage each buyer to attend personally but **in the event that you are unable or choose not to attend and would still like to support the program, the buyer's committee is prepared to take your donation and do the bidding/buying for you.** You can select a certain species (steers, goats, hogs, and lambs) or just add your donation to be spread across the sale as needed. One goal of this committee is to see that the prices remain stable for all members throughout the entire sale. Your company still has the same two options of purchasing for home use or reselling at the floor price and paying only the difference for advertising costs.

If you have questions regarding the sale or would like to speak with someone on the buyer's committee to receive more information on how to support the auction by purchasing by proxy, please don't hesitate to contact the Rockingham Extension Office at 564-3080 or any member of the buyer's committee.

**All proxy bids should be received by a Buyer's Committee member NO later than Friday, August 11<sup>th</sup> by 5 p.m.**

**Buyer's Committee Members:**

**Donald H. Liskey, Chairperson** (540-434-0495) Liskey Truck Sales, LLC

**W. W. Cupp**, Retired FFA Advisor

**Dave Walker II**, 4-H Volunteer

**Lynn Koontz**, Local Producer

**Bob Threewitts**, Business Supporter

**4-H & FFA Livestock Sale Procedures for 2023**

- 1. One contact per bidder registration number or group of multiple buyers will need to be responsible for providing payment for sale purchase. Businesses/individuals will not be billed separately if they are part of a multiple buyer purchase, instead the main contact for the group or the first bidder number documented will be responsible for bill payment.**
- 2. This is a terminal sale and all animals are intended for slaughter. If buyers take animals home it is at their own risk.**
3. Buyers may pick up their sale bills the night of the sale.
4. The Fair Association is responsible for the collection and distribution of ALL sale monies.
5. All buyers are asked to pay the Fair Association for purchased livestock the night of the sale. If you cannot pay on the night of the sale, please make arrangements prior to the sale with Mrs. Rebecca Holloway, Fair Association Manager (434-0005). **Buyers are NOT to directly pay the youth exhibitors.** Credit Card information will be taken the night of the sale and payment will be run Monday at the Fair Office (additional fees apply).
- 6. All animals purchased will be assumed that it is to go to the FLOOR. If you wish to take the animal home or have sent to a slaughter/process facility, you will need to fill out a blank Slaughter Card for that animal with the correct identifying information (Exhibitor name, Tag #, Buyer Name/ID, and Destination). Blank Slaughter Cards will be brought to you during the sale if you hold up your HOME/SLAUGHTER bidder card.**
7. Any sales tax owed on livestock is to be paid to the Fair Association. Sales tax is owed on any livestock that is slaughtered for home use (custom kill). If applicable, a tax exempt form must be completed on the livestock if there is not a copy on file. This form must be completed the night of the sale.
8. **Purchase by Proxy** - The Rockingham County 4-H & FFA Livestock Show and Sale Committee has a Buyers' Committee. This committee was established to assist 4-H & FFA members in soliciting new support for the livestock sale. This committee does not take the place of individual 4-H & FFA members marketing their animals through personal contacts. We encourage each buyer to personally attend the sale. However, if you are unable or choose not to attend the sale, but would still like to support the program, please contact the buyers' committee. You can select a certain species or just have your donation be spread across the sale as needed. One goal of this committee is to see that the prices remain stable for all members throughout the entire sale.
9. **Online Auction**- You will be able to watch and bid from the comfort of your home this year in addition to the live sale going on at the fairgrounds! **ALL ANIMALS PURCHASED ONLINE MUST GO TO THE FLOOR!** The Sale is listed on **Alliedauctioneersva.com** and will be updated with sale orders during fair week. Instructions on how to bid online and a direct link to the online sale can be found on the Rockingham County 4-H/FFA Market Animal Show & Sale website: **RockinghamMas.org**