

Examples and More . . .

If you bid \$1.50 per pound for a 240 pound pig, you will pay \$360.00 if you want to buy the animal out-right. If you want to go buy-back and the pre-set price was \$0.50 per pound, you pay \$240.00 and the buyback bidder pays the additional \$120.00. Your \$240.00 becomes a donation to the youth and the \$120.00 is the purchase price. Either way, the youth gets the \$360.00.

We will announce "market price" early in the evening. The amount you pay above market price is considered your tax deduction. If market price is \$1.00 per pound and you bid \$2.00 per pound for a 1000 pound steer, your tax deductible donation will be \$1000.00.

Steer Details—Average current costs for having a steer cut & wrapped is 45 ¢ per pound, set slaughter fee of \$50.00 Most steers dress out at approximately 60% of their live weight. An 1100 pound steer should dress out at about 660 pounds and costs \$347.00 for the cut & wrap process.

Swine Details—Average current costs for having a Swine cut & wrapped is 45 ¢ per pound, set slaughter fee of \$35.00 Most swine dress out at 66% of their live weight. Therefore a 230 pound hog should dress out at about 152 pounds, cost \$103.40 for cut & wrap process.

(Prices subject to change).

Add—Ons:

Add—ons: For those who don't wish to purchase an animal, there is another option to show support for these exhibitors. You can donate an Add-On to the exhibitor(s) of your choice. This can be a specific amount of money or a per pound amount and it is easy to do. Where you have already registered as a potential buyer or not, simply come the barn office and complete an Add-on Invoice. Give us the name(s) of the exhibitor(s) you are donating to and the amount you wish to donate. The youth receives 100% of this donation. An across the board add-on would be a set amount or per pound amount given to each livestock exhibitor.



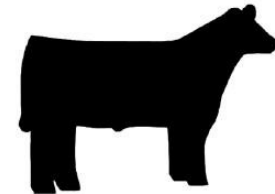
Payment: It is in the best interest of the youth and the Hernando County Fair Association that buyers be prepared to pay for their purchases and add-ons on the day of the sale. If this is not possible, the buyer/donor must sign an Invoice before leaving the auction and the invoice **MUST** be paid within thirty (30) days of the sale. For your convenience, we are able to accept credit card payments at the sale.

Advance donations can be made by sending a check made **payable** to:

Hernando County Fair Association
P.O. Box 10456
Brooksville, FL 34603

Please put the exhibitor(s) name in memo line.

Bidder's Information Guide



**Hernando County Fair
Youth Livestock
Sale
April 14, 2012
11:00 a.m.**

Thanks for your Support . . .

Thank you for taking the time to support the youth of our community. These exhibitors have worked hard and have shown great commitment in producing a market animal. The purpose of the steer and swine projects are both educational and financial. These projects require daily management and record keeping skills. Through these efforts, youth learn many valuable lessons for the future and they put in many hours of physical, emotional and mental labor. Many of our youth use their livestock project proceeds to prepare financially for college or other educational endeavors.

In this brochure, we answer:

- **What to do first**—how to get started
- **Buying vs. Buyback**—what they are and how they work to support our youth
- **Steer & Swine Details**—some current price and product information for buyers
- **What is an ADD-On**—we'll explain what it is and why it is important



What to do first . . .

Come to the Livestock Auction



April 14, 2012 - 11:00 a.m.

Bring the Buyer's Letter you received from the Exhibitor(s), go to the VENDOR Gate, where you and one (1) guest receive **FREE** admission. When you enter the Barn, register yourself/Company at the Barn Office, just inside the main entrance.

(Registration does NOT commit you to purchasing an animal).

Look through the barn, feel free to speak with the exhibitors about their projects. Decide which animal(s) you may be interested in bidding on. We will supply a sheet called the "Sale Order" giving you information on the lot #, where the lot falls in the order of sale & the final weight. You will be issued a bidding number. Simply raise your hand to bid, continue raising as long as you wish to bid. If you are the highest bidder, the ring stewards will take your name/company name, and record you as the buyer. Immediately following your high bid, we want you to join us in the ring for a picture and to answer questions.

Buying vs. Buyback . . .



The first question you will be asked is "Buy or Buyback". What exactly does that mean? You have two choices when you are the highest bidder. You can buy the animal for your own consumption (BUY), or you can "buy" it to support the youth, but not really want to own the beef or pork products (BUYBACK).

Buy—if you choose to buy it out-right, you have the right to choose your own processor or render your purchase to fit your needs. You will tell the Ring Steward which processing plant you want to take your animal. The animal is loaded out on Sunday, April 15th, and you will then communicate your cut and wrap order directly to the processor. The processor will be given your name and phone number. Please keep the TAG # of the animal handy for all communications.

Buyback—if you wish to support the youth but NOT take possession of the animal, another person will have bid a buyback at the beginning of the auction. You actually pay less than you bid for the animal. If you bid \$3.00 per pound and the buyback price is \$1.00 per pound, you actually only pay \$2.00 per pound.