



8.22.20

4-H & FFA MARKET  
LIVESTOCK SALE

8:00AM • ONLINE!

*Presented by:*



KALISPELL  
Chamber of Commerce  
Convention & Visitor Bureau

# YOU ARE INVITED

## THIS YEAR'S SALE: ONLINE ONLY

For over 40 years, the Kalispell Chamber's Agribusiness Committee has organized the Market Livestock Sale in conjunction with local 4H clubs, FFA, and the Northwest Montana Fair. The sale, which is the final stage of months of hard work for hundreds of students, will be conducted via a new online bidding platform this year in response to slowing the spread of COVID-19 in Flathead County.

Students spend the winter, spring, and summer months raising animals for the sale before over 100 businesses and individuals come together with friends and family to purchase top-quality, locally-raised lamb, beef, and pork all while recognizing the Flathead Valley's agricultural roots and supporting area students.

After careful consideration and concern for the safety of students, their friends and family, employers, co-workers, and spectators, the four organizers of the Market Livestock Sale have unanimously agreed to partner with Kalispell's Gardner Auction Service to deliver the sale live online this year. Potential buyers will have the ability to see each of the students with their animal, know the animal's weight, and hear from the auctioneer just as in prior years, in addition to still being able to indicate which processor they would like to use if they would like to donate the meat to a local nonprofit, resell the animal, and more.

"Bringing the sale online will still give buyers the feel and pace of the sale while ensuring everyone stays safe. We feel the concern from parents and business owners about the potential impact if a student or employee were to test positive for COVID-19, many of whom would have to quarantine for two weeks, and that just isn't acceptable. This online format will enable folks to still be able to support the students and get top-quality meat, just in a different way than we're used to," said Mark Lalum, Chair of the Agribusiness Committee and General Manager of CHS Mountain Co-Op.

**ALL BUYERS MUST BE REGISTERED ONLINE BEFORE THE SALE BEGINS.** For registration information, see page 4.

## PURCHASE AN ANIMAL AND...

1. Keep it for yourself, your family, or share it with your employees. Stock your freezer at home to feed your family for the year, or consider splitting your processed cuts with your employees, friends, or neighbors. OR...
2. Donate the meat back to a local organization of your choice. On the buyer form (which you will complete after successfully buying an animal via the online platform OR you can complete ahead of time. See page 4), there will be the option to donate your purchased meat to an area non-profit, or designate your purchase to a favorite organization not listed. Donated meat helps feed hundreds of underprivileged individuals across Northwest Montana every year. OR...
3. Resell the animal to a processor with the option to donate your resale check to a local organization of your choice, or receive the resale amount yourself. You can keep your resale check or donate it to a local organization of choice.



## SALE ORDER

## WHAT YOU WILL GET

## EST. AVG. SALE COSTS

## IF YOU RESELL...

### Lamb Live Weight 135 lbs.

Cuts	lbs.
Chops .....	9
Leg .....	12
Stew .....	6
Shank .....	4
Ground .....	4
Ribs .....	4
Shoulder .....	11
<b>Total Product .....</b>	<b>50</b>

Avg. \$8.27/lb .....	\$1,116.45
Slaughter .....	\$50.00
Cutting (Min. Ea.) .....	\$45.00
<b>Finish Total.....</b>	<b>\$1,211.45</b>

Avg. \$8.27/lb .....	\$1,116.45
Avg. Resell \$1.50.....	\$202.50
<b>Actual Animal Cost to Buyer</b>	<b>\$913.95*</b>

### Beef Live Weight 1,300 lbs.

Cuts	lbs.
T-Bone/Rib Steak .....	60
Sirloins .....	15
Round/Tip Steak .....	50
Assorted Roasts .....	90
Ground Beef & stew meat .....	185
Soup bone/ribs .....	50
<b>Total Product .....</b>	<b>450</b>

Avg. \$3.55/lb .....	\$4,615.00
Slaughter .....	\$100.00
Cutting \$.70/lb .....	\$910.00
<b>Finish Total.....</b>	<b>\$5,625.00</b>

Avg. \$3.55/lb .....	\$4,615.00
Avg. Resell \$1.10 .....	\$1,430.00
<b>Actual Animal Cost to Buyer</b>	<b>\$3,185.00*</b>

### Pork Live Weight 265 lbs.

Cuts	lbs.
Chops .....	15
Ham .....	30
Bacon .....	18
Roast .....	30
Spare ribs .....	5
Sausage .....	15
<b>Total Product .....</b>	<b>113</b>

Avg. \$6.75/lb .....	\$1,788.75
Slaughter.....	\$50.00
Cutting \$.70/lb .....	\$185.50
Curing \$.80/lb .....	\$49.20
<b>Finish Total.....</b>	<b>\$2,073.45</b>

Avg. \$6.75/lb.....	\$1,788.75
Avg. Resell \$.65 .....	\$172.25
<b>Actual Animal Cost to Buyer</b>	<b>\$1,616.50*</b>

- 1) Actual resale price per pound will be based on market prices at the time of sale.
- 2) Pricing examples are based on actual 2019 averages by species.
- 3)\* Actual animal cost to buyer if resale check is not donated to a non-profit.



## STUDENT SPOTLIGHT

MANNY BARONE, 12 YEARS OLD, ROWDY ROPERS 4-H CLUB

Over the last several months, Manny has participated in lamb clinics as far away as Oregon, where he's learned more about feed, training, and showing lambs as he heads into his third year showing lambs. New this year, Manny was able to help with the lambing process and when asked about raising an animal from birth until the livestock sale, said, "I raise an animal not just because it gives me something to work on and learn over the summer, but it gives me a great perspective on life and responsibility." Manny and his siblings, who are also showing animals this year, are excited to see all of their hard work come together during the NWMT Fair and the Market Livestock Sale on Saturday.

# THANK YOU TO LAST YEAR'S BUYERS

406 Motors of Kalispell, Badger Excavating, Big Mountain Organics, Big Sky Antiques Whitefish, Big Sky Pediatric Dentistry, Big Sky Rents, Bigfork Dental Center, Blaine Creek Grill, Brodehl Family, Brooke Johnston Mountain Brooke Real Estate, Buy Sell Montana Real Estate, Cherie Hansen / ReMax of Bigfork, Chick-Fil-A, CHS Mountain West Co-op, CityServiceValcon, CM Wiley, Inc., CMG Engineering, Inc., Converting Equipment International, D.A. Davidson, Dan Siderius Logging, Diamond Plumbing & Heating, Inc., Dick Irvin, Inc., Doecker Landscaping, Inc., Doni Marie's Beauty Connection, Dr. Al Olszewski, DSG, Ed Hankinson Trucking, Eisinger Honda, Eisinger Motors, Evergreen Liquor Store, Express Employment Pros, Family Law Flathead, FH Stoltze Land & Lumber Co., First Interstate Bank - Kalispell, Flathead Electric Co-op, Fraser Management, Frontier Builders, Gardner RV, Glacier Bank - Columbia Falls, Glacier Bank - Kalispell, Glacier Bank - Whitefish, Glacier Dental Group, Glacier Precast Concrete, Glacier West Repair, Green Hyundai Green Nissan, Green Valley Sod, GT Builders, Hammerquist Casalgenio, Hansen Excavating, Inc., Happy's Inn, Harmon Crane, Heart & Hands Midwifery, Jance's Body Shop, JLM Services LLC, John Dudis - Measure Ford, Kalispell KIDS, Kalispell Toy-Excavation, La Salle Equine & Live-Brothers Construction, Lemire & Street, Les Schwab Tire - Columbia Les Schwab Tire - Whitefish, LHC Repair, Lower Valley Processing, ly, McManus Transport, Michael C. tana Helical Piers, Montana Jerky doch's - Columbia Falls, Murdoch's ern Outdoor North Forty Resort, & Roofing Supply, NorthWestern Owens & Bray Trucking, Owl View Heating, Pavement Maintenance ing, Inc., Pierce Manufacturing, sa Farms, RDO Equipment, Riebe's Machine, Rob Giles Electric, Robinson Sand & Gravel, Ron's Alignment, Sandry Construction Co., Sawbuck Pawn & Loan, Schellinger Construction, Schlegel Enterprises, Schlegel Trucking, Siderius Construction, Siderius Logging & Construction, Sliters Lumber, Smith Valley Shale, Somers Bay Café, Stebbins Dental Studio, Stebbins Orthodontics, Super One Foods of the Flathead, Superior Heating & Cooling Inc., Susan Schmid CPA, Swank Enterprises, The Parlor Salon & Spa, Three Rivers Bank, Thurston Orthodontics PC, Tough Go Logging, Inc., TrailWest Bank, Treweek Mini Storage, Universal Mechanical, Urology Associates, Valley Bank, Vandevanter Meats, Vertical Iron Works, Village Greens, Water & Environmental Technologies, Western Building Center, Weyerhaeuser, Whitefish Credit Union, Wilkinson Construction

# JOIN US VIRTUALLY

This year's Northwest Montana Fair Market Livestock Sale is going to be online! You can bid from anywhere you have internet connectivity and a smartphone or ipad/computer. Here are the simple steps for registering and bidding for this year's sale:

1. Go to the following link to pre-register as a buyer. **You must register before the auction begins at 8:00am on Saturday, August 22.** The auction will open for online pre-bidding on Friday, 8/21. The LIVE ONLINE auction will begin at 8am sharp on Saturday morning and will follow the sale book order. <https://gardnerauction.hibid.com/catalog/226706/august-22--2020/>
2. The sale book will be emailed to you on Thursday, 8/20 and also posted to the Kalispell Chamber's website at: <https://kalispellchamber.com/programs/market-livestock-sale/>
3. Saturday, Aug 22nd 8am: Go to the following link and select the ORANGE button which says "Live Webcast Auction". Be ready to bid!  
<https://gardnerauction.hibid.com/catalog/226706/august-22--2020/>
4. If you have any questions about how to register for the online sale, how to bid or fill out a buyer form, please call 406-758-2806 for assistance.

## THANK YOU FOR SUPPORTING THIS YEAR'S SALE!

### STUDENT SPOTLIGHT



Katie Lillie might be relatively new to the market livestock arena, but she's proven herself successful even before this fair week begins.

By fully immersing herself in the FFA programs available at the newly-renovated HE Robinson Agriculture Center, Katie has been running irrigation, growing hay, doing general maintenance work, and cutting, raking, and baling hay for 8-10 hours each day on top of all the work it takes to successfully raise a steer for the livestock sale.

"The FFA program was great for giving me exposure to presenting myself, in addition to my steers, and the FFA program as a whole. Even though I had no experience showing steers when I started, Mr. Bay and the Kalispell FFA helped me raise my animals and being at the [Ag Center] with the other kids has been a really supportive program as we've all helped each other with moving, washing, training and more and we'll help each other during fair week. It's a really supportive program."

Because of what she has learned at the Ag Center, Katie plans to pursue a degree in Livestock Management or Agriculture Education as she heads off to Montana State University for her Freshman year this fall.

**KATIE LILLIE**

GLACIER HIGH SCHOOL, SENIOR, FFA

For questions about the sale, please contact Jenn Cronk with the Kalispell Chamber of Commerce at [j.cronk@kalispellchamber.com](mailto:j.cronk@kalispellchamber.com) or (406) 758-2806.